

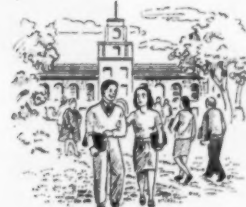
The NATIONAL UNDERWRITER



DEFERRED PAYMENT
SALES



ASSOCIATIONS & CLUBS



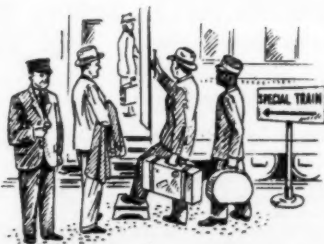
SCHOOLS & STUDENT
BODIES



PROFESSIONAL & NON-PRO-
FESSIONAL SPORTS



EXTRA HAZARDOUS
OCCUPATIONS



SHORT TERM COVERAGE

Have you met our Happy Ending department?

Agents and brokers tell us that our new Special Risks Accident and Health department furnishes the ideal happy ending to a host of accident, health, hospitalization sales troubles.

Supplementing our ten established accident, health and hospitalization divisions, the Special risks department has no forms, policies and applications. Instead, coverages are "hand tailored" to the needs of risks which do not fit into conventional classifications and which, therefore, are not commonly written by other American companies.

Pioneered by Continental, this new department makes it unnecessary to go abroad for special coverages, speeds up sales and service, gives you a brand new accident, health, hospitalization market and a new source of profits, enables you to say "yes" to almost every income protection request . . . in short, a *real* Happy Ending to a host of troubles. For details, write

Lou Morrell, Supt., Special Risks Division

*America's No. 1
Accident and Sickness
Insurance Company*

CONTINENTAL CASUALTY COMPANY
CHICAGO 5, ILLINOIS

Kansas and Iowa Agents Conventions

THURSDAY, NOVEMBER 15, 1945

This advertisement is appearing in current issues of national magazines.



"Confound it—Dim your lights!"

Ogden Foresythe may be in a spot,—but aside from being annoyed he is not unduly perturbed. Living up to his name, as usual, his foresight has forestalled loss.*

He has the new F. & C. Family Theft policy which insures not only him, but his family residing with him—both on and off the premises.

Included in this policy are mysterious disappearances and property damage, except fire, caused by thieves. Many other features make it the most complete theft protection obtainable.

It costs only \$10.00 for \$1000. protection in one or two family residences; apartments or hotels \$12.50, except in a few territories where rates are slightly higher.

Be foresighted too! Call our representative. If you do not know his name, write us at 80 Maiden Lane, New York 8, N. Y.

*pronounced FORE'SIGHT

THE FIDELITY and CASUALTY COMPANY

OF NEW YORK

A Member Company of

THE AMERICA FIRE INSURANCE AND INDEMNITY GROUP

BERNARD M. CULVER
President

which includes the following companies

FRANK A. CHRISTENSEN
Vice President

THE CONTINENTAL INSURANCE CO. • FIDELITY-PHENIX FIRE INSURANCE CO. • NIAGARA FIRE INSURANCE CO.
MARYLAND INSURANCE CO. • AMERICAN EAGLE FIRE INSURANCE CO. • FIRST AMERICAN FIRE INSURANCE CO.



Advertising material is available for your local use - - reprints, poster, newsmats and folders.

WRITE TO THE ADVERTISING DEPARTMENT, 80 MAIDEN LANE, NEW YORK 8, N. Y.

SELL THE NEW F. & C. FAMILY THEFT POLICY



BACK HOME and — O. K. !

North America's Veterans are coming back to work! Gradually they are leaving the armed forces to occupy the desks they so willingly gave up to save a Nation in peril.

North America has never stopped moving forward. Now that our personnel is being augmented by returning veterans—the pace will be accelerated in the days to come.

As we welcome our associates back to work, we pause, also, to pay homage to twelve of them who will not return. The "Gold Stars" on our Service Flag—the heroes who gave their all so that we could keep so much!

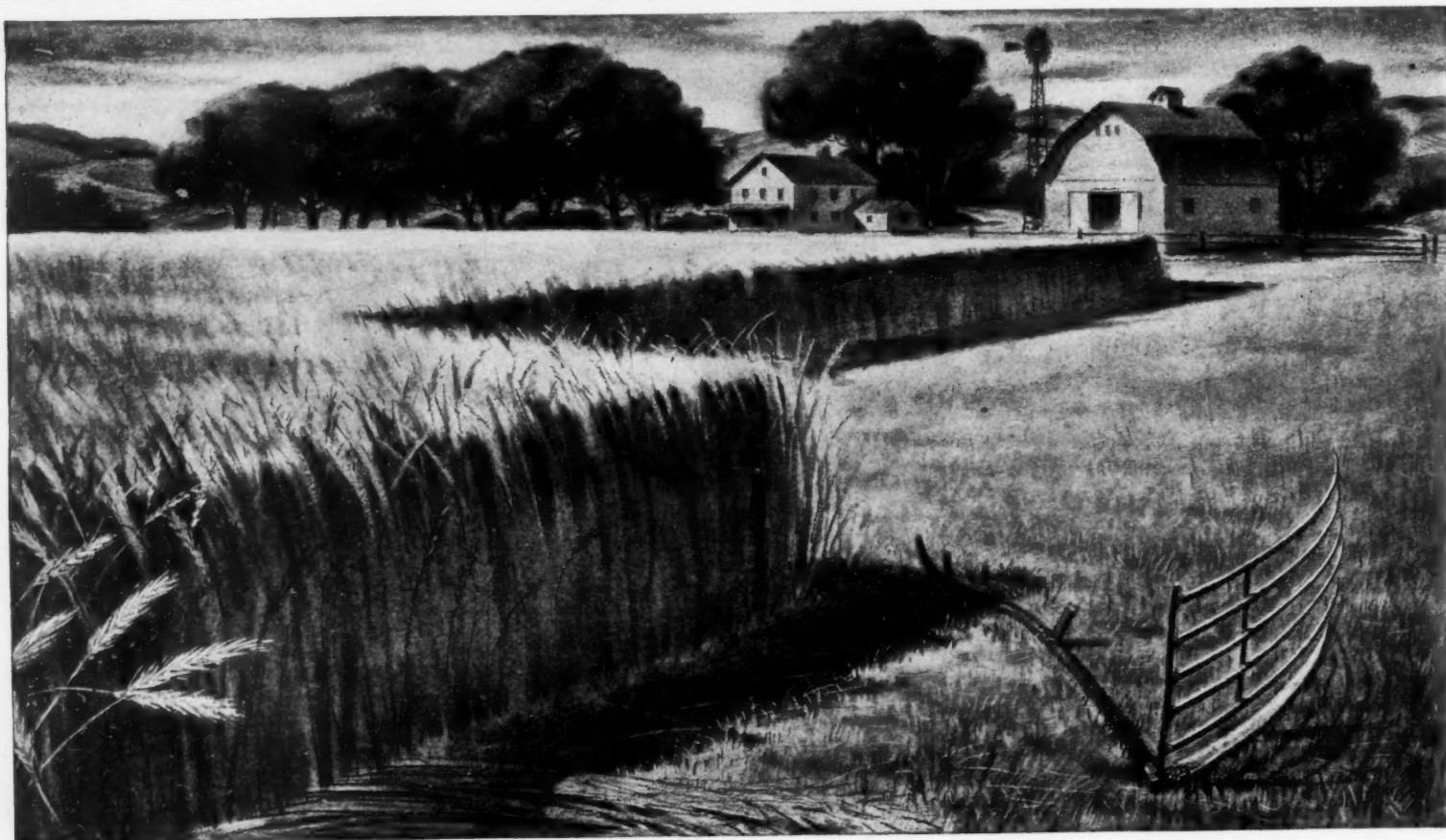


INSURANCE COMPANY OF
NORTH AMERICA
COMPANIES, *Philadelphia*

INSURANCE COMPANY OF NORTH AMERICA
THE ALLIANCE INSURANCE COMPANY OF PHILADELPHIA
CENTRAL INSURANCE COMPANY OF BALTIMORE

INDEMNITY INSURANCE COMPANY OF NORTH AMERICA
NATIONAL SECURITY INSURANCE COMPANY
PHILADELPHIA FIRE AND MARINE INSURANCE COMPANY

KEEP AMERICA BUSY — GIVE A RETURNED VETERAN A JOB !



LET'S NOT DO HALF A JOB

THE WAR IS OVER, but *our* job is not...not yet. The Bonds you have already bought have fulfilled their promise of Victory. But though wars may end suddenly, their effects are felt for some time...one mighty effort, therefore, remains to us.

Money is needed *now*: to bring back the men who have been fighting in the far corners of the world — to pay for the medical care of the wounded, and for the myriad other expenses incidental to winning a great and terrible struggle. Money is also needed to restore that final ingredient of peace...to return the men to peaceful occupations in the land they left.

The best way to provide that money is through the purchase of Victory Bonds. That's why our government is counting on you to complete the task by supporting this one last great drive—the Victory Loan. Talk the Victory Loan...advise the purchase of Victory Bonds...and *buy all the Bonds you can, yourself, now.*



★ THE HOME ★
Insurance Company
NEW YORK

FIRE • AUTOMOBILE • MARINE

General
Reduced
from 2

Move
creas
Rates

SEATTLE
First National
duced dividend
20% to 15
ing policies
December
dent, announce
decided on
said, after
panies' un
In a letter
panies' bran
Mr. Dent
First National
surers, both
much distur
ratio, due
frequency
many terr

General
20% dividend
states, alth
operate on
Up to the
profit was
ness, but
losses and
companies
loss," Dent
He expl
never felt
justed on
Early this
sideration
cut in divid
men were
was decid
farther alo
could be g
perience w
favorable t

Experience
"The exp
panies as
than last,
ratio is hi
Each mont
than improv
ful selection
cooperation
our compa
bring it do
underwritin
business an
policyholder
News of
was receiv
the "street"
and compa
terest in t
opinions as
tive situat
General
in Arizona
Georgia
Montana,
New Mexi
homa, Oreg
see, Texas,
ington. In
Vermont, in
licensed—it
tariff basis.
(CON

The rep
ing is on p
the Iowa m

General, Seattle Reduces Dividends from 20% to 15%

Move Attributed to In- creased Losses, Reduced Rates in Many Territories

SEATTLE—General of Seattle and First National, a subsidiary, have reduced dividends to policyholders from 20% to 15%, effective on all participating policies cancelled or expiring after December 31, 1945. H. K. Dent, president, announces. The reduction was decided on by the directors. Mr. Dent said, after careful study of the companies' underwriting experience.

In a lengthy statement to the companies' branch managers and field men, Mr. Dent explained that General and First National, along with all other insurers, both stock and mutual, have been much disturbed over the increasing loss ratio, due not only to a higher burning frequency but also to reduced rates in many territories.

General and First National have paid 20% dividends to policyholders in many states, although in some states they operate on a non-participating basis. Up to the end of 1943, an underwriting profit was shown on participating business, but on account of the increased losses and reduced rates in 1944, the companies had "a sizable underwriting loss," Dent asserted.

He explained that the management never felt that dividends should be adjusted on a single year's experience. Early this year, Mr. Dent declared, consideration was given to possibility of a cut in dividends and some of the field men were so advised. At that time it was decided to wait until 1945 was farther along and some definite idea could be gained as to whether the experience was going to continue the unfavorable trend or improve.

Experience Gets Steadily Worse

"The experience of the insurance companies as a whole is worse this year than last," he continued. "The fire loss ratio is higher than it has ever been. Each month it seems to increase rather than improve. However, with more careful selection of business and the loyal cooperation of our agents and field men, our companies have not been able to bring it down sufficiently to show an underwriting profit on the participating business and justify the present rate of policyholder dividends."

News of the General's cut in dividends was received with intense interest by the "street" at Seattle. Agents, brokers and company men evinced unusual interest in the development and varied opinions as to its effect on the competitive situation were expressed.

General operates on a dividend basis in Arizona, Arkansas, Colorado, Georgia, Idaho, Kansas, Maine, Montana, Nevada, New Hampshire, New Mexico, North Carolina, Oklahoma, Oregon, South Carolina, Tennessee, Texas, Utah, Virginia and Washington. In all other states—except Vermont, in which the company is not licensed—it writes on a tariff or non-tariff basis.

(CONTINUED ON PAGE 16)

The report of Kansas' agents meeting is on pages 20-23 of this issue and the Iowa meeting pages 28-29.

Reelect Officers in South Carolina

Announces Murphy Is Deputy Commissioner; Group Life Plan

OFFICERS REELECTED

President—Thomas R. Miller, Florence.

Vice-president and secretary—J. T. Hudson, Spartanburg.

Manager—H. Pierce North, Columbia.

State national director—L. A. Grier, Spartanburg.

COLUMBIA—At its annual convention here the South Carolina Association of Insurance Agents reelected all officers. An executive committee meeting was held Nov. 7, preceding 2-day meeting.

At the opening session Governor Ramsey Williams appeared on the program

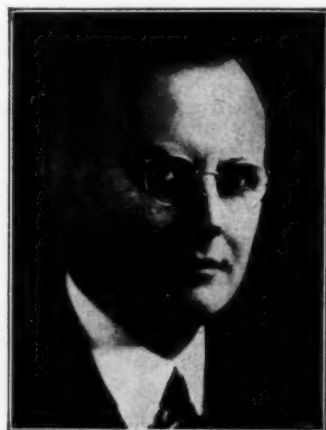


T. R. Miller



L. A. Grier

and announced the resignation of D. D. Murphy as commissioner of insurance and the appointment of L. George Benjamin, who has just been discharged from the army, as commissioner. Former Commissioner Murphy has been appointed deputy insurance commissioner. Insurance interests in the state generally believe that this combination will give South Carolina a strong administration of the insurance department.



H. PIERCE NORTH

The announcement was received enthusiastically by agents.

Nat A. Turner, Columbia, attorney in South Carolina for the National Board and the Association of Casualty & Surety Executives, made a strong presentation of the legislative problem confronting the state as a result of the S.E.U.A. decision.

One of the highlights of the convention was the address at the opening session by Hunter Brown, Pensacola, Fla., president of the National association, on "Insurance and Public Opinion."

(CONTINUED ON PAGE 16)

Pacific Board Authorizes Cover of Depreciation

SAN FRANCISCO — The Pacific Board has authorized depreciation insurance on buildings of all classes. This coverage is to be written by endorsement to a property damage fire policy and changes the contract to one providing for settlement on the basis of replacement cost, with no deduction for depreciation. There is a 100% coinsurance requirements, based on the replacement cost new, similar to the requirement under the factory mutuals "repair or replace" cover. The rate is the same as that applying to the property damage insurance, but the 100% coinsurance clause applies, even though the property is of a class for which no rate credit is given for the 100% clause.

12 Month Limitation

An endorsement is shown in the Pacific Board manual. It provides that the depreciation coverage is void if the insured has not started repair or reconstruction within twelve months.

Depreciation insurance was legalized by the insurance departments of Washington and Oregon a few years ago and was later approved in New York. It has been written to some extent in various other states. The Pacific Board, however, is the first major jurisdictional organization to approve it and incorporate a form in its manual.

The new rules require that coverage be limited to buildings which may be of any class of construction or occupancy and may include machinery that is incidental to the servicing of the building.

Expediting Expense Change

Another controversial question is settled by the new board rule which specifies that expenses necessarily incurred to reduce a loss under the use and occupancy policy will not be added to the value before applying the contribution clause. Rates for the contribution forms have been transformed from an increase over the weekly form rate to a straight percentage of the 80% average clause building rate, thereby eliminating an additional calculation in many instances.

Provision is made for blanket insurance under a single sum to cover each building and/or its contents when insuring two or more buildings or contents with the 90% average and distribution clauses. A new rule and rates are set up for insuring consequential damage to crops resulting from damage to buildings or equipment used in processing. Electrical apparatus and lightning clauses are revised to cover full lightning damage, restricting only the recovery for damaged electrical apparatus as a result of artificially generated currents. On provisional reporting forms, a blanket report and a blanket rate may be used on a single plant, the units of which are inter-dependent and all located in one city or town. The minimum fire insurance property damage rate of .04 no longer applies to sprinklered risks.

Fire Association Creates New Executive Post

A. E. Duncan, Jr., has been appointed sales development manager of the Fire Association group. The newly created position coordinates advertising, publicity and sales promotion. Mr. Duncan has been special agent in Pennsylvania, Maryland, Delaware, and the District of Columbia. He is past president of the Pennsylvania Field Club of Harrisburg, the Underwriters Club of Philadelphia, and Delaware-Maryland Insurance Field Club of Baltimore.

Sudden Death Ends Career of Alexander Phillips

Great American President Suffers Attack in Office, Dies That Night

The fire insurance industry was shocked last week by the sudden death of Alexander R. Phillips, president of Great American. He suffered a seizure while in his office and was taken to St. Barnabas hospital, Newark, where he died that same night.

Mr. Phillips was one of the eminent group of insurance executives that sprang from Texas. He was born in Waco in 1880 and in 1898 went with Hartford fire in Dallas. Then from 1902 to 1906 he was a special agent for Springfield F. & M. in Texas and Ar-



A. R. PHILLIPS

kansas. In the latter year he went with North America in Texas.

His connection with Great American dated from 1912 when he became its special agent in Texas. Four years later he was called to the home office as an assistant secretary, he became secretary in 1919, a vice-president in 1923 and had been president since April, 1944.

Mr. Phillips was especially valued in connection with southern affairs and he served as chairman of the Texas Conference and chairman of the Virginia rating bureau. He was president of the U. S. Fire Companies Conference, member of the governing committees of the North Carolina fire insurance rating bureau and Eastern Underwriters Association, and New Jersey Fire Insurance Rating Organization. He was a director of Factory Insurance Association. He was past president of the Insurance Society and of the Drug & Chemical Club.

CHARACTER SKETCH

Mr. Phillips was essentially an underwriter. During the last 20 years undoubtedly he had mapped out the underwriting policy of the Great American group. He had a training that equipped

(CONTINUED ON PAGE 16)

Refutes Errors in Magazine Article Maligning U. & O.

Criticisms of Coverage Are Out of Date, Says

W. F. Kimball

NEW YORK—Erroneous and highly unfavorable statements about department store U. & O. insurance which were contained in an article in the July issue of the "Bulletin" of the National Retail Dry Goods Association are effectively set straight in an article in the October issue by Warren F. Kimball of Kimball & Price, New York City, specialists in handling insurance for department stores.

Headed "The Darkest Mystery in Insurance," the article in the July issue, by Benjamin Leader, Birmingham lawyer, deplored the complexity of U. & O., the paucity of information about it even among insurance men, and in particular the severe penalties imposed on the insured in many cases by the coinsurance requirements. It added up to a very severe indictment and made a persuasive argument for Mr. Leader's plea to "throw the whole lot away and create a form fair to both (insured and insurer) and particularly fitted for mercantile stores of today."

Out of Date, Says Kimball

Mr. Kimball, who was at one time head of N.R.D.G.A.'s insurance bureau, says, however, that many statements in Mr. Leader's article are very much out of date and at variance with present day conditions. Rather than throwing away present U. & O. forms he suggests, after cataloguing the great progress that has been made, that "further accomplishment depends on first understanding the U. & O. coverage which is available to department stores today—not 11 years ago—and then building on that."

Mr. Leader said that the companies "require you to carry either 100% or 80% of the annual net profits plus the annual charges and other expenses (except heat, light, and power) that would have been earned (had no fire occurred) during the 12 months immediately following the loss or damage by fire, whether or not said charges and other expenses necessarily continue during a total or partial suspension of business."

Cites 38 Stores' Record

Mr. Kimball answered by saying that beginning with 1939 a group of 18 large stores with 1944 sales totaling about \$450 million and 20 smaller stores as well have been required to carry only 50% of the full annual gross earnings, which are the same as the sum of net profits and all expenses. Earlier in his article Mr. Kimball said that for 1939-45 inclusive these stores used the single item 50% coinsurance gross earnings form with the agreed amount clause in lieu of 50% coinsurance and with the amount of insurance computed on the standard simplified work sheet. Both form of policy and work sheet were designed particularly for the department store and retail business.

As to Mr. Leader's statement that "it is doubtful whether a single store or plant has not been a coinsurer to a considerable extent in the past two years or more when volume has pyramided," Mr. Kimball replies that "not a single store of the 38 with separate U. & O. computations has been a coinsurer in the slightest degree for the past nine years (or the past 10 years for some

(CONTINUED ON PAGE 17)

Ariz. Agents Study Opportunities

Kenneth Nehring Elected President at Meeting in Phoenix

NEW OFFICERS ELECTED

President—Kenneth Nehring, Tucson.
Vice-president—Williams Aven, Prescott.
Secretary-treasurer—Paul Jones, Tucson.

PHOENIX—Unlimited opportunities for insurance in Arizona were outlined at the annual meeting of the Arizona Association of Insurance Agents here.

Carl Bimson, vice-president of the Valley National Bank of Arizona, Phoenix, told agents and company men that his bank, with branches throughout the state, is eager and willing to cooperate with agents in bank-agent auto plan. In explaining the bank's method of car financing, Mr. Bimson said that new car buyers were being urged by the bank to "place their insurance through their own agent, who would provide them with adequate coverage." He added that bank officials anticipated a skyrocketing business in the sale of cars throughout the state and that it was up to the agents to get in on the ground floor.

William J. Eden, member of the Arizona corporation commission, said that the state has a healthy respect for insurance men in the legislative halls. "Arizona no longer is a pioneer state," he declared. "It is growing up, and insurance is expected to grow with it."

The few complaints received by the corporation commission, he continued indicate that insurance is doing a notable job of self-regulation. He declared that the insurance department is the best functioning department of the state government, despite the fact that it is sadly understaffed.

Asks Cooperation of Industry

The commissioner emphasized that there were some flaws in such a regulatory body as the Arizona corporation commission, but he said that the fault could be traced to the past when the railroads and other public services virtually controlled the state through monopolies. "We have much to overcome," he said, "but we are counting on the continued cooperation of the insurance industry."

A color film showing grain salvage operations in California was presented by William O. Cooper, San Francisco, Pacific Coast manager of Underwriters Salvage Company. Mr. Cooper told the assembly that such salvage equipment was available in Arizona whenever needed.

The principal speaker at the afternoon session was William H. Menn, president of the Insurance Association of Los Angeles and a past president of the National association. Mr. Menn declared that he thought the state of Arizona had served as a "guinea pig" in the setting up of rates by the legislature, "to see whether certain kinds of legislation would work."

He warned that the different kinds of companies, fire and casualty, stock and mutual, were trying to get the edge on each other. In this respect, he said, there have been some unfortunate statements made that agents should not have their own organization.

Mr. Menn said that the indiscriminate appointment of agents was one of the evils which could be overcome only by a concerted effort on the part of a well-knit insurance organization. He warned, also, that the evils of excessive commissions are hurting the industry, although he said that Arizona is not guilty of this particular evil.

Harry Nason of San Francisco, president of the Fire Underwriters Association

Insurance Stocks Have Stable Rise

The current activity in the stock market has aroused the interest of insurance men about trading in insurance stocks and the likely future trends. M. P. Cornelius of Bacon, Whipple & Co., Chicago, authority on insurance stocks, says insurance stocks have been rising in value steadily recently, without being subject to the fluctuations characterizing industrial stocks.

Inflationary trends would fortify the position of those companies holding large blocks of common stocks, which accounts for much of the current demand, he says. Insurance stock investors have more of the character of bond buyers than of speculators in industrial stocks, which explains the lack of pronounced fluctuations in the market, is Mr. Cornelius' analysis. He reports that trading is much heavier in fire and casualty stocks than in life company stocks.

Suggests Perpetuation of WDC Due to Atom Bomb Risk

A suggestion is advanced by Weston Settlemyer of the Brisacher, Van Norden advertising agency of San Francisco that War Damage Corp. be continued in existence to write war risk insurance in peacetime against the atom bomb hazard. He states thousands of property owners would become bankrupt if an undeclared atom bomb war were to eventuate. He said some people argue that if such a war broke out it wouldn't matter much because the entire family would be wiped out and the head of the family wouldn't need his property anyway. Mr. Settlemyer thinks little of that argument.

He said that he has written to U. S. Senator Downey of California and Congressman Havenner and he got a reply from RFC stating that WDC is to be discontinued in 1946 and 1947. Congressman Havenner replied that he understood that the risk was being written by London Lloyds.

tion of the Pacific and chairman of the Arizona Advisory Committee, explained the technicalities of dwelling house form 180. He said he didn't think the eastern officials who drafted the form took into account the vast estates and ranches of Arizona. However, he said that two new farm forms had been evolved after more than a year's study and that they would be turned over shortly to the state and regional advisory boards for approval.

Robert Truman, manager of the Fire Companies Adjustment Bureau in Phoenix, spoke of the relationship between the adjuster, the agent and the assured. He asserted that the adjuster must sell himself to the assured and that there must be a more intimate relationship between the adjuster and agent.

Mid-Year Meeting Planned

More than 150 agents and company men from every part of Arizona attended the day-long convention.

Kenneth Nehring, Tucson, succeeded James A. Murphy of the Valley National Company, Phoenix, as president.

The association gave attention to the suggestion that it hold a midyear meeting in June, 1946, in Prescott, and that the state be more widely represented in the appointment of the executive committee. The new president is responsible for naming the executive committee.

A closed session of this committee was held on the evening preceding the conference, at which the legislative program was discussed. The suggestion was also made that a contact committee be formed which would meet in an exchange of ideas with Pacific conference contact committees.

A dinner dance concluded the convention. Almost 200 company men and agents and their guests attended the social function.

C. C. Hewitt Warns N. H. Agents of Too Rigid Govt. Control

Boston Leader Fears New Regulation May Enchain the Industry

NEW OFFICERS ELECTED

President — Douglas Everett, Concord.
Secretary — Stowe Wilder, Portsmouth.
Vice-presidents — Fred Gardner, Portsmouth; Warren Bodwell, Manchester; Robert Harrison, Lebanon.
State national director—Robert S. Perkins, Manchester.

Executive committee — Von J. McPherson, Claremont; Lewis Hazen, Nashua; Norman Trask, Keene; Hayes Sawyer, Ossipee; George Clark, Lisbon; Kenneth R. Kendall, Rochester; John Bellows, Peterborough.

By JOHN BURRIDGE

MANCHESTER—The dangers of too rigid regulation of the insurance business, both to the industry itself and to the public, were emphasized in a talk by Charles C. Hewitt of Boit, Dalton & Church, Boston, at the annual meeting of the New Hampshire Agents Association of Insurance Agents here.

Insurance must be kept personal and flexible, he said, pointing out that a very rigid regulation will restrict the public in rates, policy forms, and service. "If insurance is regulated by law to the point where insurance companies are only allowed to give a 'client' a set type of protection at a set price, then it is really the public that has little choice and it is the insurance companies that have been safeguarded against any undue business risk or effort," he stated.

Mr. Hewitt contended that strong regulation by either the state or federal government will eliminate flexibility and service from the insurance business, emphasizing that if the agent can't serve the public while his hands are tied, and therefore cannot earn his way he must drop out of the business. Payments for brains or services would be unnecessary and the public would be forced into the position of buying insurance as they buy auto licenses.

Burden Would Fall on Public

Policies would lapse, he said, and the public who had always in the past been lax when they had an agent to prompt their buying might forget to insure.

"The height of comfort for insurance companies is to have rigid state-made regulations with completely filed forms and tightly supervised practices. Under these conditions, an insurance company cannot meet any special conditions a person might have because it is against its filings," Mr. Hewitt said.

He explained that he is in favor of the state insurance departments' right to disapprove insurance rates or forms on public complaint, but is firmly against the department being required to give advance approval by the filing method.

He voiced the opinion the most dan-

(CONTINUED ON PAGE 17)



V. J. McPherson

Ask of Fin Comb

R. I. Attor

Conc

Presi
idence.
Vice-
Newpor
Treas
Provide
State
Johnson
Secret
dence.

By

PROVI

Associat

annual me

lution inv

the Unite

division a

federal t

mission

condition

ing both

and fina

commodi

resolution

ously aim

tivities in

of auton

managing.

The

reads,

this asso

believes th

trary to

interest th

control of

in finance

institution

ment or

or other

in corpor

facture of

that the s

ing of th

chase the

insurance

single tra

combinati

cion, inti

unfair tra

lation of

letter, of

"Break u

"Theref

administ

herely di

resolution

the Unite

anti-trus

Justice an

sion mak

may deem

as the law

combinati

association

like resol

publicized

In anot

adopted t

auto plan

President

annual rev

distributed

the conve

speaker o

representa

bers to

needed rev

laws made

be made l

legislatur

(CO

Ask Investigation of Finance-Insurer Combinations

R. I. Agents Call on U. S. Attorney General to Conduct Inquiry

NEW OFFICERS ELECTED

President—Carleton I. Fisher, Providence.
Vice-president—Lewis B. Plummer, Newport.
Treasurer—E. Harris Howard, Jr., Providence.
State national director—Walter R. Johnson, Providence.
Secretary—William A. Lester, Providence.

By RALPH E. RICHMAN

PROVIDENCE—The Rhode Island Association of Insurance Agents in its annual meeting Tuesday adopted a resolution inviting the Attorney General of the United States to have its anti-trust

division and/or the federal trade commission investigate conditions involving both the sale and financing of commodities. The resolution is obviously aimed at activities in the field of automobile financing.

The resolution reads, "Whereas this association believes that it is contrary to the public

interest that ownership, management or control of insurance companies be vested in finance companies or other lending institutions, or that ownership, management or control of finance companies or other lending institutions be vested in corporations engaged in the manufacture of commodities in such manner that the sale of the commodity, the lending of the money to finance the purchase thereof, and the writing of the insurance thereon, is combined in a single transaction. We believe that such combinations inevitably lead to coercion, intimidation, rebating and other unfair trade practices which are in violation of the spirit and probably the letter, of federal laws.

"Break up Combinations"

"Therefore be it resolved that the administration of this association be hereby directed to send a copy of this resolution to the Attorney General of the United States and request that the anti-trust division of the Department of Justice and/or the federal trade commission make such investigations as they may deem desirable and take such steps as the law may require to break up such combinations. At least one other state association is known to have considered like resolutions and its action may be publicized later."

In another resolution the association adopted the national bank and agent auto plan.

President Carlton I. Fisher in his annual review which will be printed and distributed but which was not read to the convention said that failure of the speaker of the Rhode Island house of representatives to appoint three members to a commission to investigate needed revision of the state's insurance laws made it likely that no report could be made before the meeting of the 1948 legislature. The governor and lieutenant

(CONTINUED ON PAGE 11)

N. Y. Will Study Classification Plan Before Approving

NEW YORK—The new standard classification plan which the national board, "anticipating favorable action by the national association of insurance commissioners," proposed to make effective Jan. 1, 1946 will not be permitted in New York until it has been subject "to a most careful analysis based on completed studies" of the department staff, which "cannot possibly progress to the point where that can be done by Jan. 1, 1946," Superintendent Dineen has informed the Insurance Executives Association, the National Board and the New York Fire Insurance Rating Organization.

"We hope that this information will be of assistance to you in arranging your respective programs," Mr. Dineen's letter continues. "You may rest assured that the department's phase of the work will be pressed with vigor and that there will be no protracted delay."

May Be Jan. 1, 1947

It is understood that while it might be possible for the department to be in a position to approve or disapprove the National Board plan on the basis of the departmental staff studies so that a new plan could be made effective July 1, 1946, it is more probable that Jan. 1, 1947 would be the effective date.

If the department should want to hold hearings on the proposal this would be an additional reason why it would not be in a position to pass on the plan before the end of this year. Another consideration, though it was not mentioned in the letter, may be the fact that there are some substantial fire insurance interests such as Home, North America and Fire Association, which are not members of the insurance executives association, which was the organization that evolved the classification plan.

Mr. Dineen is understood to be anxious to make sure that the deficiencies of the plan now in use are remedied in the new plan.

So that it cannot be said of it, as the New York Fire Insurance Rating Organization said of the present plan, that the classifications in use "could be used only as an indication of the tendencies in rate levels over a long period of time and over an extended territory," he is also mindful of the amount of money paid for insurance premiums in New York state, which was about \$78 million in 1944.

Dineen's Position

What influence Mr. Dineen's refusal to accept the new standard classification plan in time to permit it to become effective Jan. 1, 1946, will have on other states remains to be seen but it is obvious that his prompt action places him in a stronger position than if he had waited until a substantial number of states, perhaps a majority, had given the plan the green light. The New York department is the only department making a thorough analysis of the fire rate picture.

Mr. Dineen points out in his letter to the three organizations that the department began this exhaustive research in 1944, receiving for the purpose \$25,000 from the legislature, supplemented by a \$40,000 appropriation in 1945 to continue these studies and studies of other rating structures in the business. The project is studying not only the national board's classification methods but those followed in other parts of the country, such as the western actuarial bureau's and those used in Texas, Virginia, Washington, and Wisconsin. Though much progress has been made, a substantial amount remains to be done.

"The progressive spirit which gave rise to the Insurance Executives Association classification plan as well as the unity of purpose with the efforts of this department, are highly gratifying,

Renamed



VICTOR G. HENRY

Victor G. Henry was renamed state national director of the Kansas Association of Insurance Agents at its annual convention in Topeka. He is a veteran of state association activities and has participated actively in national association affairs. He made a concise and complete presentation of national association affairs in his report as state national director.

Suggests State Trade and Agents' Organizations

DES MOINES—Iowa Insurance Commissioner Charles R. Fischer today indicated he felt state anti-trust and fair trade practice laws may be the answer to federal control instead of rate regulation.

Speaking before the Iowa Association of Mutual Insurance Agents here, Mr. Fischer said he was not advocating state laws similar to the federal commerce acts but suggesting the matter be explored.

He pointed out that one state insurance department had 57 people working on rates which was more employees than working for the entire Iowa department. He said he was wondering if rate regulation is not a step "we haven't been trying to avoid."

"If we must put insurance in a straight jacket, maybe it would be better to have federal control," he added.

Burlingame to Address Buyers

J. H. Burlingame, Jr., assistant general manager of Western Adjustment, will discuss the many problems confronting a fire loss adjuster, and attempt to give the adjuster's objective and interest in a loss settlement, at a meeting of the Mid-West Insurance Buyers Association at Chicago, Nov. 20, in the Union League Club.

but we urge the wisdom of avoiding a premature introduction of the new classification until every reasonable effort has been made to free it from imperfections and make it completely acceptable to this department and to the National Association of Insurance Commissioners," Mr. Dineen's letter continues. "Here in the New York department we are of the opinion that the public interest will best be served by continuing in effect for the time being the present classification system, with which we have lived for so many years until the studies of the department and of the special subcommittee of the National Association of Insurance Commissioners have been completed."

Mr. Dineen is a member of the special N. A. I. C. subcommittee, the other members being Harrington of Massachusetts and Allyn of Connecticut.

Garrison Warns Cal. Agents of F.T.C. Act Dangers

Commissioner Gives Views in Panel Discussion—Wheeler New President

NEW OFFICERS ELECTED

President—Ira D. Wheeler, Santa Monica.
Vice-president—C. M. Putnam, Oakland.
Secretary-treasurer—W. B. Glassick, Los Angeles.
State national director—Neal Harris, Oakland.

LOS ANGELES—A panel discussion on the prospects of federal and state legislation as it will apply following Jan. 1, 1948, with the insurance commissioner as a participant featured the annual meeting here of the California Association of Insurance Agents. Harry Perk, Jr., chairman of the general committee handling the convention, presided over the panel discussion, the members of which were Commissioner Garrison, Ralph Beasley, vice-president of Phoenix of Hartford, and Ralph E. Bach of the Bach Company, representing the insurance department, the company and the producer.

Mr. Perk asked Mr. Garrison to give his views on the legal situation in respect to the moratorium. Mr. Garrison reviewed the history of the Sherman, Clayton, Robinson-Patman and the federal trade commission acts as well as public law 15, and their purpose. He held that the first three at present are not of importance to insurance. He said it is desirable that the state and the insurance business bring regulation into conformity with the federal conception.

Danger in Trade Commission Act

He pointed out that the three first named acts have a punitive angle, but that the federal trade commission act is regulatory only, with its purpose to make investigations into unfair trade practices. He also said the act established no standard by which a practice would be unfair, it being left to the discretion of the commission. He urged the agents not to minimize the trade commission act in its effect on the insurance business. He declared that the All-Industry Committee set up to draft a so-called model state regulatory act had found several major subjects on which there is no unanimity.

He called attention to the Cartwright act, California's anti-trust law, and said that while the courts have declared it unconstitutional it will now be reviewed by the supreme court. He declared, in answer to a question, that the agents are in the best position to help solve the problems and should have committees at work contacting legislators on what should be done.

Mr. Beasley gave it as his personal opinion that the cooperation of the agents would be very desirable from the viewpoint of the companies.

Jonas on Dishonesty Insurance

At the afternoon session Marion F. Jonas, special agent Glens Falls Indemnity, talked on "Dishonesty Insurance" illustrating his talk with lantern slides. He held that dishonesty insurance policies are the broadest form of coverage in the market and the simplest. He said the manual is equally simple. He urged that agents bond their own

(CONTINUED ON PAGE 19)

Voids Contracts of Mutuals as Ultra Vires

Erie School District Hit—Insurers Exceeded Charter Powers

Finding that in certain respects policies of four mutual companies covering the school district of Erie, Pa., were ultra vires of charter powers, District Judge Wade issued an injunction restraining the school district from accepting and retaining such policies. The school district was ordered to pay the costs of the proceeding.

The action was brought by F. B. Downing of the Downing & Downing local agency of Erie.

The insurers affected are Merchants & Business Men's Mutual Fire, Washington County Fire, Central Manufacturers Mutual and United Mutual Fire.

As to Merchants & Business Men's the court held that the effect of the failure of the charter specifically to mention the writing of insurance of items of extended coverage was to render void any insurance written to cover subject matters not expressly granted in the charter. Although the charter was amended Oct. 15, 1942, that did not legally validate insurance previously written which was ultra vires of the corporate powers.

Statute and Charter

As to Washington County Fire the verdict was that the codification of the insurance laws under the act of 1921 did not supply the specific defects of the charter, so as to validate insurance written ultra vires of the original charter; also where the charter granted the power to write insurance on an annual premium system, insurance written on a three year basis is ultra vires and void.

As to Central Manufacturers, the court found the general insurance code of Ohio did not supply lack of power in the charter so as to validate insurance written without authority; also that the inclusion in the Pennsylvania license to do business covering specific items not included in the original charter did not actually grant Central Manufacturers the powers thus lacking.

As to United Mutual the court said that the insurance laws of Massachusetts did not supply lack of power in the charter so as to validate insurance written without authority; the certificate of the Massachusetts department could not supply defects in the charter; the inclusion in the Pennsylvania license of authority to do business covering specific items not included in the original charter did not actually grant the power thus lacking; where the original charter limited United Mutual to writing of assessable insurance, policies written ultra vires including non-assessable features, would be void as to the extent of the non-assessable provisions.

Also, the granting of power April 27, 1943 to write non-assessable insurance did not validate ultra vires provisions of non-assessability included in any policies previously written.

Conclusions of Law

General conclusions of law were stated as: A policy provision written ultra vires of the corporate charter is absolutely void; where an insurer possesses the charter right to issue assessable policies only, the policy is valid as an assessable policy; where a school district retains a policy containing a provision written ultra vires of the corporate charter the district is abusing its discretion; since

Mutual Agents Name Committees

WASHINGTON—Committees of the National Association of Mutual Insurance Agents have been appointed by President W. Emmert Swigart of Huntington, Pa. A new committee, the citation committee, has been named to select individuals who during the year make outstanding contributions to the advancement of the mutual agency business. John R. Chappell, Jr., Richmond, Va., is chairman of the committee. Emmett V. Thompson, St. Louis, was named councillor to the U. S. Chamber of Commerce.

The executive committee consists of J. E. Magnus, Chicago; Sam Chandler, Macon, Ga.; W. H. Howatt, Springfield, Mass.; J. C. McGee, Jackson, Miss.; Russell Davis, Columbus, O.; J. W. Barker, Nashville; J. H. Kroll, Washington; Chester C. Jennings, Baltimore; C. G. Hunter, Moravia, N. Y.; J. M. Zachary, Greenville, S. C., and C. M. Boteler, Washington, D. C.

Other committees and chairmen are: Automobile financing, John R. Chappell, Jr., Richmond, Va.; company relations, Bryson F. Thompson, New Haven, Conn.; by-laws, James F. Minor, Charlottesville, Va.; agency management, J. W. Barker; resolutions, George F. Jones, Charlotte, N. C.; legislative, Floyd H. Craft, Greensboro, N. C.; agency qualification laws, Richard Palmer, Keene, N. H.; membership, Eugene F. Wright, Valley Stream, L. I., N. Y.

Oklahoma City Gets Regional

KANSAS CITY—At the regional meeting here of the National Association of Insurance Women it was decided to hold the next meeting in Oklahoma City in April.

the provision in a policy written ultra vires of the charter is void an amendment to the charter does not cure such fatal defect; the inclusion in the Pennsylvania certificate to do business of a void provision does not cure such fatal defect.

The decree is that the extended coverage provision in policies of Merchants & Business Men's Fire written prior to Oct. 15, 1942, is void; that the extended coverage provisions and policies of Washington County Fire are void and its policies written on a three year basis are void; provisions in the policies of Central Manufacturers Mutual insuring against damage by aircraft are void; that the extended coverage provision in the policies of United Mutual Fire insuring against damage by leakage, windstorm, hail, aircraft, vehicles, riot, civil commotion and smoke are void and the non-assessable provisions are void; that the policies of United Mutual Fire, though containing non-assessable provisions, are valid as assessable policies; that basic policies are not void because of the invalidity of an extended coverage endorsement.

Situation Developing for Some Time

Mr. Downing has been interested in this litigation for a number of years. He was unable to get the Pennsylvania insurance department to take a hand. Mr. Downing states that United Mutual Fire was permitted by the Pennsylvania department to issue a so-called non-assessable policy in November, 1942, to cover on the property of the Erie school district in a large amount and Mr. Downing established by certified evidence from the Massachusetts department that United Mutual was not authorized until April, 1943, to write non-assessable policies.

Mr. Downing emphasizes that the Pennsylvania constitution provides that no corporation shall transact any business which is not expressly authorized in its charter. He refers to a decision of the Pennsylvania supreme court to the effect that while a certain life insurance company could write life insurance it could not write endowment insurance because it was not strictly life insurance and they had no authority in their charter to write endowment insurance.

Royal Queries Agents as to Preferences on Company Services in Post-War Era

Royal-Liverpool has sent to agents a booklet, "Here Is our Seat at Our Conference Table," which is in reality a ballot on various aspects of company service in which the producer is interested.

On each page is stated the nature of the particular services available or that could be made available and then there is a detachable section of the page, which is the ballot, upon which the agent is asked to indicate his interest or lack of it. The returns will be tabulated on punch card equipment and the expressed preference and suggestions will be used by the management as a guide in the management of its service facilities.

Among the questions asked are whether the agent could make profitable use of the services of specialists stationed in the field subject to his call. The agent is asked to state which departmental representation would be the most helpful; whether educational meetings in various cities are desirable and what hours of the day they should be held and what type of meeting is favored; whether the agent can benefit by the consulting service that is provided by the agency systems department; whether the arrangement of the daily report and agent's record is convenient; whether there is enough space on the daily report for notes or memoranda, whether a different quality of paper, new kind of type face, use of more than one color would add to the public appeal in policies.

Whether advertising folders are helpful; whether the supplying of mats for local newspaper advertising would be helpful and whether the agent would like to have an assist from the company in preparing script for radio advertising. There are questions about surveys and analyses and about automobile insurance sales literature.

The agent is asked his opinion as to whether there will be a substantial volume of aviation premiums in his locality and he is asked to express his opinion about certain types of literature that might be made available in this field. Whether the agent would be interested in the continuance of the booklet containing broker of record letters and names, addresses and territories of all fire rating organizations and a digest of state laws affecting non-resident brokers. Several questions are asked about reporting fire forms and about literature for such lines as business interruption, extra expense tuition fees, etc. There are also questions about inland marine and marine insurance.

Columbus Mill Fire Costs Mutual Insurers \$250,000

The milling section, dryer section, and a considerable portion of the fire resistive elevator A of the Gwinn Milling Co. at Columbus, O. were destroyed by fire with a total loss to the insurers of approximately \$250,000. There were approximately 75,000 bushels of wheat in elevator A, and while the fire damage was negligible, the grain was badly wetted down. The insurance on the mill, which produced flour and feed, was written in the mutuals.

Hear Mich. Tax Appeal Dec. 4

LANSING, MICH.—Arguments will be heard by the Michigan supreme court Dec. 4 in the appeal of Prudential and Massachusetts Mutual Life from an Ingham county circuit court decision upholding constitutionality of the present Michigan gross premium tax law.

The life companies attacked the Michigan law, which exempts companies domiciled in the state from payment of the premium tax, on the ground that its terms constituted a burden on interstate commerce under the S.E.U.A. opinion holding insurance to be commerce.

Mergers Within Fleets Worry General Agents

North American Action May Be Followed by Another Major Group

The fact that some of the fleet organizations appear to be preparing to extinguish some of their subsidiary companies and the possibility that other organizations may take similar steps is causing considerable apprehension on the part of general agents.

North America is the first group officially to announce a program of consolidation—Central Fire of Baltimore and National Security of Omaha being destined for consolidation with Philadelphia F. & M. However, one of the other important fleets for the past several months has been taking up the agencies of two of its companies and making substitute arrangements.

Many of the general agents have depended upon subsidiary units in company fleets for their connections. They have been able to put these companies on the map in places where a direct company field man has been unable to develop much of a plant for subsidiaries. The general agent is, of course, concentrating on these connections and by dint of his personality and by virtue of the service that he has to offer the agents have been willing to take on the representation of these companies, whereas if they were dealing with a direct company field man they might be inclined to be stogy and insist that they be given the representation of one of the leading companies in the group.

Some Reinsurance Appointments

General agents are studying the outlook closely. Several of them are analyzing the company picture in an effort to see where the opportunity may lie for substitute connection in case the consolidation of subsidiaries in large groups becomes general.

Several of the smaller and medium sized foreign insurers are operating extensively through general agents and undoubtedly this class of company is being cultivated today by general agents that fear they may before long need to augment their facilities. Two or three of the reinsurance companies have been developing general agency connections and such alliances may be increased. However, most of the reinsurers presently are getting all the business they desire to handle through regular treaty sources and may not be prepared to expand in the general agency field.

General agents that have been representing a subsidiary that is doomed may have the opportunity of taking on the representation of an underwriters agency of one of the remaining companies in the group and that may turn out to be the solution.

N. A. I. A. to Celebrate 50th Anniversary

The annual meeting of the National Association of Insurance Agents next year will be its 50th and a suitable program will be developed to commemorate the anniversary. It is expected that this will be one of the matters placed before the executive committee for consideration when it meets Nov. 25 in New York City. Averell Broughton, public relations council for the N.A.I.A., will have charge of formulating the plans.



Pioneers for 100 Years

WHEN Royal was founded in 1845, the United States was a land of pioneers . . . of ox-carts and covered wagons, on the threshold of a century of progress and prosperity.

And wherever these pioneers went, Insurance stood behind them, protecting their property in uncharted territory. When disasters came, Royal, and other companies, contributed to the restoration of crippled communities by the prompt settlement of every just claim.

Thus Royal, too, has been a pioneer . . . anticipating the growing insurance needs of the communities it has served . . . meeting new challenges with trustworthy solutions. Promises backed by performance

have won for Royal the complete confidence of American policyholders and agents—and to both go our hearty thanks for their substantial contribution to the Company's gratifying record of growth and achievement.

* We hold thee safe



**ROYAL INSURANCE
COMPANY LTD**

150 WILLIAM STREET • NEW YORK

James A. Beha Dies Suddenly

James A. Beha, 65, former insurance superintendent of New York, died suddenly Wednesday morning at his New York City home. He had been in private law practice in New York City since 1937, when he resigned as general



JAMES A. BEHA

manager and counsel of the National Bureau of Casualty & Surety Underwriters.

He was appointed New York superintendent by Gov. Al Smith in 1924 and served till 1928. In 1929 he became manager and counsel of the National Bureau. He was a personal friend of Al Smith and Franklin D. Roosevelt. Gov. Lehman named him to the state insurance board, which acts in an advisory capacity to the insurance department, in 1933, and he had been reappointed for consecutive 3-year terms since.

He was a director of New Amsterdam Casualty, U. S. Casualty, Seaboard F. & M., Sun Underwriters, Patriotic Fire, Sun Indemnity, Union Labor Life and

Western & Southern Life, and of several banks and trust companies.

He attended New York Law School and was admitted to the bar in 1906. A prominent Catholic layman, he was past chairman of the New York council of Knights of Columbus, and a member of the K. of C. 35 years. He was a past president of the Guild of Catholic Lawyers and of the Catholic Club of New York City.

Extra Reliance Dividend

Reliance of the Fire Association group has declared an extra dividend of 20 cents in addition to its regular 50-cent semi-annual dividend, bringing the total dividend payments for the calendar year to \$1 a share as against 90 cents. The company plans to maintain a regular \$1 dividend rate, subject to earnings and general conditions.

Miller Again Assistant Secy.

PHILADELPHIA—R. Bruce Miller has been reelected to his former position as assistant secretary of North America. He returned last month after serving as commander in the naval reserve in the office of the port director of New York for three years. He will supervise marine loss activities. Curtis L. Clay will assist him in an advisory capacity.

Mr. Miller will be elected an officer of Alliance and Philadelphia F. & M. in December.

Insurance Square Club Elects

NEWARK—At an annual meeting of the Insurance Square Club of New Jersey, these officers were elected: President, Theodore R. Roller, Rhode Island; vice-presidents, George Sorge, Caledonian, and George Peschel, Maryland Casualty; treasurer, William B. Holmes, Buffalo; secretary, Herbert L. Brooks, George Jamison & Co.

The club will hold a dinner in Blairstown, N. J., Dec. 10.

A committee has been appointed by the National Board to prepare a memorial resolution on A. R. Phillips, late president of Great American. The committee consists of B. M. Culver, W. Ross McCain, George C. Long, Jr., H. C. Connick and Harold V. Smith.

Indiana Blue Goose Initiates 12 Goslings

INDIANAPOLIS—At the meeting of the Indiana pond of the Blue Goose here twelve goslings took their first swim: E. D. Bergen, J. R. Gregory and R. J. Layton, Rough Notes Co.; C. W. Cook, Jr., attorney; Philip Hohmann, St. Paul F. & M.; J. F. Knapp, Secured F. & M.; J. J. Lamb, Cooling-Grumme-Mumford; I. B. Mumford, Cooling-Grumme-Mumford; L. L. Robertson, American States Fire; C. D. Redman, Factory Insurance Association; C. A. Ruff, American States Fire, and R. J. Sanders, Buckeye Union.

Among guests was Ralph W. Hukill, Great American, Norwood, O., past most loyal grand gander, who gave the charge to the new members. J. Ray Hull, American States Fire, newly elected grand keeper, spoke briefly. Twenty-five year continuing membership buttons were presented to Homer G. Meek, London Assurance and Albert J. Wohlgemuth, Rough Notes Co. Out-of-state attendants included Frederick D. Payne, Phoenix of London, Springfield, Ill.; J. W. Besterman, Employers Fire, Chicago, and L. R. Swanson, Springfield F. & M., Peoria.

Don G. Kaga, Secured F. & M., most loyal gander, presided at both the business meeting and the dinner which followed. A movie of the Indiana-Nebraska football game was shown.

Toledo Loss Near \$700,000

Insurance loss of \$600,000 to \$700,000 was sustained in the burning Sunday of the main plant and offices of the Clyde Porcelain Steel Corp. of Toledo. The loss was about 65% on some \$771,000 of insurance under a general form, and also reporting forms. The aggregate insurance was over \$1,000,000. The cause of the fire had not yet been determined, although it was thought to be sparks in the furnace room from a welding operation.

Lt. Donald H. Robertson of the U. S. maritime service has returned to his former position as chief accountant of the Meserole companies in New York.

Day of Meager Insurance Profits Seen in Europe

Discussing insurance on the continent, the London "Review" comments that the insurers have placed their organizations at the disposal of the authorities to help carry out various war risk insurance schemes, and in granting cover on civilian risks have liberally interpreted obligations before taking concerted action. This is particularly true on sabotage claims of which a great number have been paid by the fire companies because there was no proof they were war risk claims.

The companies also have met all requests for cost of living bonus and other special charges which have raised their costs higher than allowed for in premium rating. A recent French decree raising motor third party and theft rates three to four fold gives some idea of the disequilibrium that has been developing. Readjustments, perhaps even more urgent, are awaited in burglary and some other lines, according to the "Review."

Situation in Greece

Fire insurance premiums were raised in Greece 25% during the war and a war time surcharge of first 10% but eventually 200% for both fire and accident risks were applied, and surcharges were placed on transport up to 100%. These surcharges have now been abolished but the 25% increase in fire premiums stands. The "Review" states that 35 new companies have been formed in Greece, bringing the total to 53, and 47 British and 36 other companies are at present authorized to operate in that country. The Greek reinsurance monopoly was suppressed by decree of August, 1941 and there apparently is no prospect of its being resumed. Some new reinsurance companies have, however, been founded including Greek Reinsurance Company, Ltd.

The "Review" comments that continental elections show a strong drift to the left, but that the suppression of the Greek reinsurance monopoly is a gain for private enterprise. Planned economy and state enterprise are strong trends in France, Sweden and many Swiss cantons.

Germany Closed Chapter

Some of the Swiss insurance and reinsurance officials have expressed moderate optimism as to the future of insurance and reinsurance on the continent. They warn that costs notoriously go up under state management, and see little danger of nationalization in countries where the insurance companies work on an international basis and provide foreign currency for the country. Germany, they say, has collapsed both politically and economically and business with that country is now a closed chapter. The substantial profits which Germany yielded for years are a thing of the past and will hardly ever be reached again in the insurance field.

Insurance leaders in Europe believe that the chances for substantial fortunes that were accumulated in the pioneering days of insurance are gone and perhaps even the more modest profits that marked the business in the present century. There is increased pressure for flexibility of policy conditions and cheaper insurance coverage at a time when costs outside the control of management are out of gear. Continental companies may have to follow the traditional British policy of plowing remaining underwriting profits back into the business and keeping the dividends within the limits of investment revenue in order to preserve insurance as a private enterprise.

The book every A. & H. man should have—*"Planned Salesmanship"* by Cousins. \$3 from The National Underwriter.



YOU CAN GET SOMETHING EXTRA OUT OF LIFE RIGHT NOW!

Wouldn't you like to make a real success of LIFE, in the shortest possible time? Then you'll want to see this series of highly successful proved plans which quickly show you — as they have so many others — how to get the most out of LIFE from your regular clients, and without giving up or curtailing any of your present lines!

You can start right away making LIFE bring you rich rewards . . . pay you big dividends. Columbus Mutual's remarkably effective Packaged Plans prepare you — in a few minutes time — to sell LIFE quickly and easily to your present clients. No complicated selling formulas to learn . . . no bulky rate books to carry! Act without delay . . . don't let the best things in LIFE pass you by. Send for details on these simple, easy-to-grasp Packaged Plans. Write today!

There's a Packaged Plan to fit every person, purpose, pocketbook or preference. MAIL THE COUPON, or write, for a sample sales portfolio!

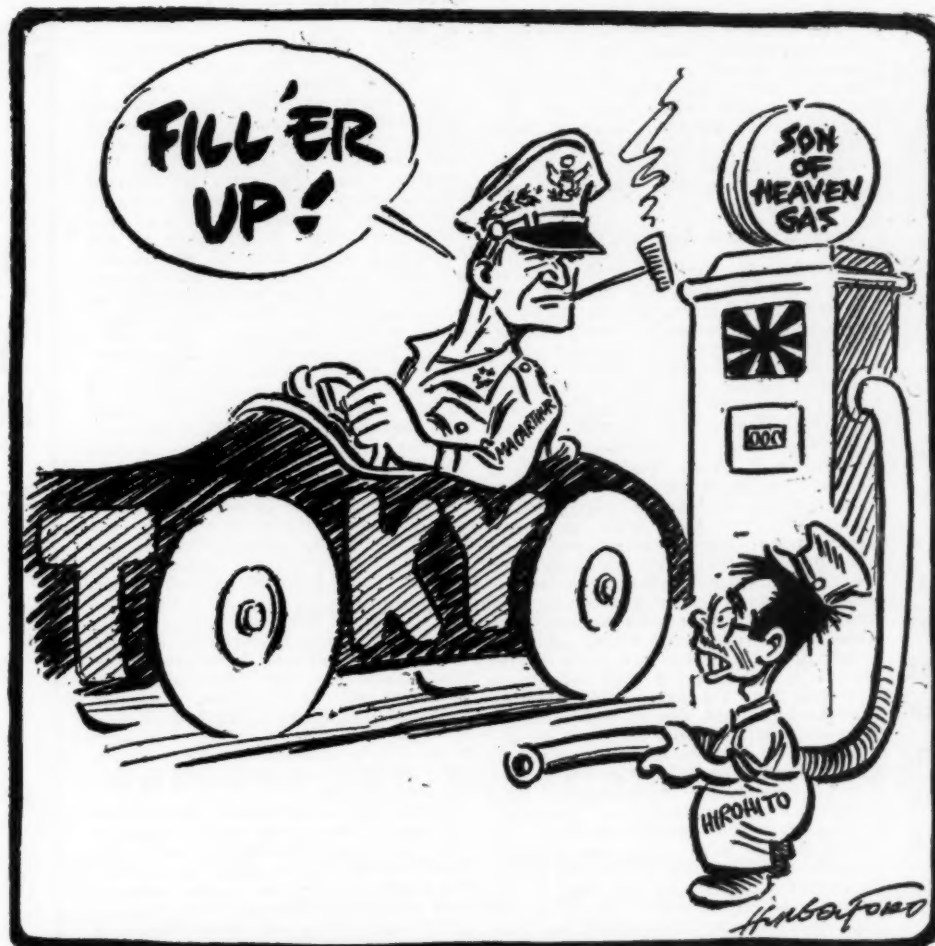
Please send me a sample portfolio of your Packaged Plans, with information on Columbus Mutual's liberal agents' contract and other helpful material.

NAME _____
ADDRESS _____
CITY _____
STATE _____

D. E. BALL, President

The COLUMBUS MUTUAL LIFE INS. Co.
COLUMBUS OHIO

Going Places!



REPRINTED FROM THE PITTSBURGH POST GAZETTE

FIRE-MARINE-CASUALTY-SURETY

Loyalty Group
INSURANCE

Western Department
120 So. LaSalle St.
Chicago 3, Illinois

Foreign Department
111 John St.
New York 7, New York

Canadian Departments
445 Bay St., Toronto, Ontario
404 West Hastings St., Vancouver, B. C.

Southwestern Dept.
912 Commerce St.
Dallas 2, Texas

Pacific Department
220 Bush St.
San Francisco 4, Calif.

Firemen's Insurance Company of Newark, N. J.
Organized 1855

The Girard Fire & Marine Insurance Company
Organized 1853

National-Ben Franklin Fire Insurance Company
Organized 1866

The Concordia Fire Insurance Co. of Milwaukee
Organized 1870

Milwaukee Mechanics' Insurance Company
Organized 1882

Royal Plate Glass & General Ins. Co. of Canada
Organized 1906

The Metropolitan Casualty Insurance Co. of N.Y.
Organized 1874

Commercial Casualty Insurance Company
Organized 1909

Pittsburgh Underwriters - Keystone Underwriters

HOME OFFICE - 10 PARK PLACE - NEWARK 1, NEW JERSEY

BUY MORE BONDS - - AND KEEP THEM



YOUR key to a successful business is Reliable Home Office Cooperation.



VERY man likes to be a leader in his line, in his community. Hundreds of successful Insurance Agents owe their successful agency to the cooperation and assistance that the Reliable Insurance Company has given them, both through the home office and the State agents.

**FOR 80 YEARS
A NAME TO RELY ON!**

For full details write E. J. Weiss, President; John W. Kramer, Secretary; C. R. Dobbins, Assistant Secretary; Reliable Fire Insurance Company, Dayton 2, Ohio.



**RELIABLE
FIRE INSURANCE CO.**
Dayton, Ohio

An Independent Ohio Company

Garrison Warns of F.T.C. Act Dangers

(CONTINUED FROM PAGE 5)

employees as well as having their clients bond their employees. He reviewed the various policies and then cited the advantages a blanket bond has over other types. He called especial attention to the difference between a terminated employee and cancelled employee. Horses, women and credit, he said, are three of the principal causes of dishonesty, with drinking, emergencies, lack of proper supervision, poor pay and a persecution complex as other causes. He urged that the agent have dishonesty coverage as a part of his sales kit.

The William H. Menn trophy for the local association making the most outstanding record during the year was awarded to the Long Beach association at the banquet. The Woodworth Memorial trophy awarded to H. H. Hendren at the N.A.I.A. meeting in Chicago was formally presented to him.

Attendance at the convention was more than 500.

Menn Welcomes Agents

William H. Menn, president Insurance Association of Los Angeles, welcomed the delegates, praising what insurance organizations have done to benefit agents, companies and the business as a whole. President Neal Harris named Eugene Battles, Los Angeles, chairman of the resolutions committee, and Charles Tegner, Santa Monica, to head the nominating committee.

William P. Welsh, Pasadena, national committeeman, brought greetings from the National association, telling of the undercurrent at the Chicago convention and public law 15, and commissions. He declared that while company men were fearful of public law 15, agents are optimistic and only those who have done wrong need have reason to fear. The law has caused an awakening and it is high time corrections are made in the business. He averred that because of the law there are better days ahead for the business and that it will result in improvement. He was emphatic in saying that so long as labor organizations are permitted to do as they have been doing, insurance organizations have nothing to fear from the law. He pointed out that under public law 15 or any other law the agent must give complete service to his assured if he is to justify receiving commissions, and that in the future the agent will have to justify his commissions. He pointed out that a line of demarcation between the agent who gives full service and the one who does not give the service will be "works". He declared Frank Colridge, new secretary of the National association, and former secretary of the California association, already had put new spirit into the national and it would be more helpful to local associations and members.

Harris on Aviation

Ariel C. Harris, Pacific coast manager Aero Insurance Underwriters, speaking on "Aviation Insurance" gave a complete outline of the coverages available, including fire, liability, personal injury, crash, ground and flight, property damage, airport damage, mooring, and accident. He then told of the banks' interest in the financing of planes and said that the present bank-agent auto plan could be used by agents. He told of the plan to have 13,000 airports in this country and said the agents in communities with ports could aid in getting them established and by so doing get the insurance and add to their business. He urged agents to make a comprehensive study of aviation insurance, and gave a list of various types of policies and their application. He said the business was solicited along the same line as automobile insurance, and that it was important for the agent to give complete information in the application in order to get the right type of policy and the best rate.

Directors in their pre-convention meet-

ing discussed regional meetings, of which 26 were held during the year over the state, attended by one-third of the association membership, this being a new record. It was decided to continue the membership development plan again during the coming year in the same manner.

Membership increased 73 during the year, making the total 1,622, a new record.

BANKS ARE READY

It is estimated that approximately 70% or 700 of the banks and their branches in California are all ready to work with agents under the bank and agent auto plan, W. D. Conel, assistant manager of the installment loan division, Security-First National Bank, Los Angeles, said. The banks are offering various plans of cooperation ranging from the very simple procedure of having agents direct their clients to the bank, to a somewhat more complicated, but much more effective method whereby the agent takes the credit application, draws the necessary papers and issues a draft for the purchase of a car.

The agent should choose his cooperating bank in much the same way as he selects the insurance company he wishes to represent, Mr. Conel said. He should give consideration primarily to the service which he can give his clients through the bank, the advertising material furnished by the bank, the forms provided for his use and the general accessibility of the bank or its branches. He suggested it might be advisable for the producer to work with more than one bank, to give clients the bank of their choice.

Plan Will Succeed

Results already achieved in his own bank, Mr. Conel said, have proved beyond doubt that the bank and agent auto plan will be a success. However, he added, it is a long range program that will test the mettle of everyone engaged in it. While there are problems, there are none that cannot be solved by selling and serving.

There has never been a more favorable time to inaugurate such a program, Mr. Conel said. Practically every customer on the agent's books is a potential buyer of a new or at least a better used car. Automobile prices are high, insurance premiums and commissions will be more substantial than before the war. Most of the automobile insurance business is now on the books of independent insurance agents and brokers, and not in the hands of finance company controlled insurance carriers. The agents are now on the inside track, but this will not last for long unless they put forth the proper effort. As soon as new car production gets well under way, this profitable business will begin to leave the agent's books and go elsewhere, he said, unless the agent can offer automobile financing and loan service to his clients.

In checking the structure of organizations, S. L. Carpenter, general manager of the Pacific Board, said local boards should not overlook the declaration of guiding principles to determine whether it violates the terms of public law 15.

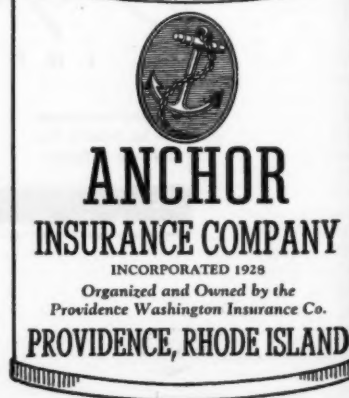
The revision of rules and regulations in the business, Mr. Carpenter stressed, is of real concern to agents. He pointed out that the principal cannot do through an agent anything which is illegal for him to do himself. Also, even though an agent pursues a course of action which is outside of his contract, or even prohibited by it, the principal is responsible for the act if he knows the agent is as a practice engaging in it and he takes no steps to stop it. In addition, Mr. Carpenter said, the discussions based upon the research of company counsel may be of value to agents since a course of action pursued by an agent may also involve his organization.

Convention Dates

Nov. 15-16. Maryland agents, Baltimore.
Nov. 16. Casualty Actuarial Society, Hotel Biltmore, New York City.
Nov. 20—Mississippi Agents, Fall meeting, Hotel Heidelberg, Jackson.
Nov. 29-30. Indiana agents, Claypool Hotel, Indianapolis.
Dec. 2-5. Insurance Commissioners, Pantiand Hotel, Grand Rapids, Mich.
Dec. 5. Insurance Federation of N. Y., Hotel Commodore, New York City.
Dec. 17-19. Insurance Section, American Bar Assn., Cincinnati.



Both companies
write
FIRE
•
WINDSTORM
and
ALLIED LINES
•
OCEAN and INLAND
MARINE
•
ALL RISKS
•
AUTOMOBILE
•
COMPREHENSIVE
FIRE
THEFT
and
COLLISION
•
Country Wide
Brokerage Service



Ask In
of Fin
Comb

(CONTI

governor l
natives on
committee
be necessar
the associa
on rigid or
mission reg
cies and ag
in the work
now the su
representati
ernment, n
organization

President
England Fi
ation for ag
mittee of a
rates or fo
mulgated. I
bership was
much too l

Regional
John B. I
Clarke, We
lose, Newp
Valley; Ber
The execu
Henry E. I
Lathrop, V
Providence
socket; Ro
David L. I
officers.

Lemunyon

Walter J
department
York, start
afternoon v
form mone
country wa
had about
the policy
to \$3,500,0
to reach \$
Island the
in 1941 to
nyon belie
able to rais

Two Featu

Two cov
and securit
ful in self
appearance
neither ava
Insurance
up to about
the maxim
posure sho
check cov
lower than
yon cited
policy hold
ready to
in his safe
posit \$2,10
The burgl
insurance
rights again
al check w
ties form
the buyer.

Cites Case

An argu
taking the
that the e
senger and
burglary r
is that the
continued
credit on t
ing a speci
it is possi
rate for \$5
maximum
cation \$10
writing th
blanket co
protects t
changes o
The policy
thing whi

Ask Investigation of Finance-Insurer Combinations

(CONTINUED FROM PAGE 5)

Governor have appointed their representatives on the committee. When this committee does become active, it will be necessary, said President Fisher, for the association to decide its attitude on rigid or flexible rate regulation, commission regulation, limitation of agencies and agency qualifications. Changes in the workmen's compensation law are now the subject of conferences among representatives of labor, the state government, manufacturers and insurance organizations.

President Fisher praised the New England Fire Insurance Rating Association for agreeing to confer with a committee of agents on changes in rules, rates or forms before they are promulgated. He said the association membership was at an all time high but still much too low.

Regional vice-presidents elected are John B. Butler, Pawtucket; John J. Clarke, West Warwick; Gilbert A. Ramlose, Newport; Frank E. Nichols, Hope Valley; Bertram W. Wall, Bristol.

The executive committee consists of Henry E. Davis, Providence; Francis C. Lathrop, Westerly; Donald S. Paige, Providence; A. Edgar Parent, Woonsocket; Robert S. Preston, Providence; David L. Tuttle, Woonsocket, and the officers.

Lemunyon's Talk

Walter J. Lemunyon, manager survey department, Fidelity & Casualty, New York, started off the meeting of Tuesday afternoon with an address on the broad form money and securities form. On a country wide basis bureau companies had about \$750,000 in premiums from the policy in 1941. This had grown to \$3,500,000 in 1944 and is expected to reach \$5,000,000 in 1945. In Rhode Island the volume has risen from \$6,208 in 1941 to \$22,000 in 1944. Mr. Lemunyon believes Rhode Island should be able to raise this to \$100,000 in 1946.

Two Features Especially Useful

Two covers in the broad form money and securities policy are especially useful in selling it—the mysterious disappearance cover and the fire cover—neither available in the regular forms. Insurance on checks should be included up to about one third or two fifths of the maximum check exposure. Cash exposure should be fully insured. The check cover can be written at 30% lower than the rate on cash. Mr. Lemunyon cited the case of a New Orleans policy holder who had his bank deposit ready to go to the bank and left it in his safe overnight. Of the total deposit \$2,100 was in individual checks. The burglars carried off the safe. The insurance company took subrogation rights against hundreds of these individual check writers. The money and securities form could be written to protect the buyer.

Cites Case to Illustrate

An argument to meet the objection to taking the broad form on the ground that the existing interior robbery, messenger and paymaster robbery and safe burglary must be cancelled short rate is that these existing policies may be continued to expiration with a pro rata credit on the broad form premium. Citing a specific case Mr. Lemunyon stated it is possible to charge the published rate for \$5000 at the location having the maximum exposure and \$1000 at the location \$1000 at other locations while writing the policy to provide \$6000 blanket coverage at all locations. This protects the buyer when unexpected changes occur in location exposures. The policy covers flood loss too, something which could be appreciated par-

ticularly in Providence, Mr. Lemunyon said.

Violations of the warranties on watchman service and burglar alarms do not impair or throw out the cover. Thus if discounts have been allowed for these safeguards but something occurs to cause their discontinuance, the buyer is not penalized. When a fireproof and a burglar proof safe are both to be covered, the premium charge may be calculated according to the exposure and rates on each and then an average rate may be determined. The total amount of insurance applies to both safes. To be safe, advised Mr. Lemunyon, write the policy to cover the maximum amount

of exposure particularly since the rates apply for actual exposure. The policy can be written on public officials. It can be written at higher rates even if there are no safes.

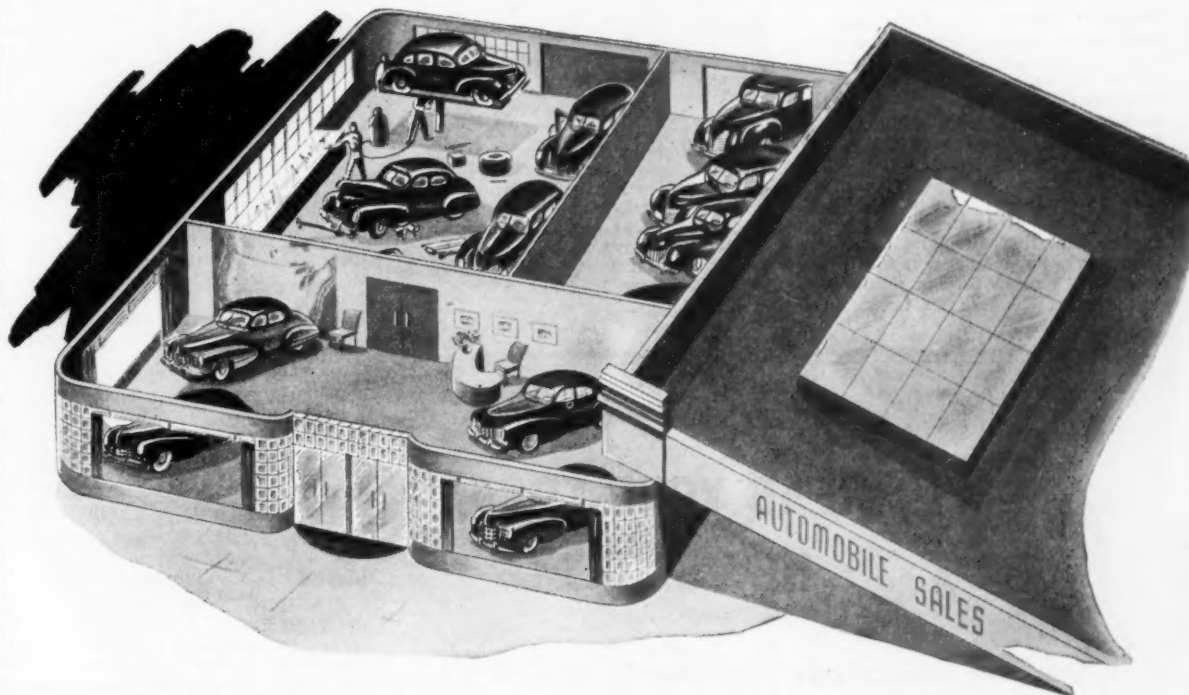
Every business leaving money, checks, securities exposed to loss is a prospect. A remarkable fact about the rising volume of premium on the money and securities form is that the total premiums for safe burglary, interior robbery and messenger and paymaster robbery, supposedly replaced by the broad form show only slight reduction, indicating that there are plenty of prospects for all four forms.

Lt. Col. Raymond C. Dreher, ad-

vertising manager, Boston and Old Colony, Boston, outlined a five point program of production. The plea of Mr. Dreher was that agents make surveys to determine why people buy and why they buy from a particular agency and then build their business scientifically on the basis of known facts.

After a showing of the bank and agent plan moving picture prepared for the National association by Aetna Casualty, the Rhode Island association conducted its business session. President Carleton Fisher presided at all sessions.

Governor John O. Pastore of Rhode Island said at the banquet that his state respected the federal government but



PRIME PROSPECTS: GARAGES AND AUTOMOBILE DEALERS

For four or five years passenger car and truck dealers will do a bigger business than ever before. That means they'll need the services of good agents. The agents who go after such business now will get more than if they wait until the auto sales boom is in full swing.

So this month the Security Insurance Companies, through their "Broadside" to their agents, are suggesting this field as one well worth cultivating. There's a line check-list for this type of assured, facts

on the extent of the garage and auto dealer market for insurance, and suggestions on approaching them.

BANK AND AGENT AUTO PLAN

Have you seen Security's sales promotion material on this subject? The most popular folder and blotter we ever offered, they tell clients and prospects why and how new cars should be locally financed and locally insured.



Security Insurance Companies

SECURITY INSURANCE COMPANY OF NEW HAVEN
THE EAST & WEST INSURANCE COMPANY OF NEW HAVEN
NEW HAVEN UNDERWRITERS
THE CONNECTICUT INDEMNITY COMPANY

1841 — SECURITY, THE NATION'S WATCHWORD — 1945



would insist that regulation of the insurance business should continue to be exercised by the state. He pledged full cooperation with Superintendent of Insurance Austin J. Carroll in continuing his present policies.

Robert B. Williams, deputy insurance commissioner of the State of Washington, speaker at the banquet, said federal laws now applicable to the insurance business set up four commandments. Thou shalt not form combinations to control competition. That is the Sherman act. Thou shalt not control thy competitors through control of stock or directors. That is the Clayton act. Thou shalt not cut prices to favor or stifle competition. That is the Robinson-Patman act. Thou shalt not mislead the buyers. That is the federal trade commission act. One problem is to set up state rate laws which meet these requirements. It may be necessary to set up state laws comparable to the federal trade commission act. Action must be affirmative, he declared. The era of change offers an opportunity for constructive progress in the business. Multiple line writing offers some opportunity in that direction, he believes, particularly for competition with foreign companies and in foreign markets.

Can. Supervisory Officials Meeting

QUEBEC—The annual meeting of the Association of Superintendents of Insurance of Provinces of Canada opened here Monday with President Georges LaFrance in the chair. Every province was represented for first time in history. Life insurance matters received first attention with no new statutory amendments in prospect this year. A general revision of other than life insurance uniform legislation will get preliminary consideration later in the week.

Finance Men to Eye Insurance

At the annual convention of the American Finance Conference at the Palmer House at Chicago, Nov. 27-28, one of the principal discussions will be of insurance markets and "package" insurance. Fred V. Chew is chairman of the session, and insurance executives are expected to participate. Another subject that will be taken up during the conference is airplane finance, which will be treated by Warner Schwyzer, vice-president of Pacific Finance Corp., Los Angeles.

Reorganizes Aetna Fire Texas Field

The Aetna fire group extensively reorganized the field force in Texas. The new plan divides the state into four districts with a state agent in charge of each. State Agent Clifton J. Wykoff, who has had supervision of the Texas territory, has been granted a leave of absence until Jan. 1, when he will be transferred to the employees' reserve force. He is retiring after 25 years of excellent service in developing the territory under his supervision. First stationed in Louisiana, he was transferred to Texas in 1931. Under the Aetna's new setup in Texas, the state agents appointed to supervise the four districts of the state are: R. H. Helvenston, who has been transferred to the Dallas office from Little Rock where he had been serving as special agent for Arkansas; W. T. Magee, stationed at Houston; Tom Holleran, San Antonio, and Haven D. Lemmon, whose headquarters are in the Dallas office.

Inland marine lines will, as heretofore, be under supervision of T. L. Comer, marine superintendent, and John G. Mackey, who recently returned to his duties as special agent after service in the armed forces. Their headquarters are in Dallas. The four district offices will have charge of all claim payments, including inland marine, located in their respective territories.

Major Fred D. Watkins, Jr., having been released by the army, is resuming his duties as special agent in Arkansas and will as formerly be associated with State Agent Henry P. Latham in the Little Rock office.

Merged D. C. Groups to Elect

WASHINGTON—Consolidation of the Washington Insurance Club and Insurers Association of the District of Columbia having been voted and constitution and by-laws of the consolidated organization having been approved, the first annual meeting of the new Insurance Club of Washington is scheduled for Nov. 19.

After a business session at which officers will be elected, there will be a dinner and entertainment. Those slated for election are: President, Ralph Lee, president of the expiring Insurance Club; vice-presidents, Hamilton Vance, past president of the Insurers Association, and Nelson Bean; treasurer, Frederick Allnutt; secretary, C. M. Saxelsby, former secretary Insurers Association.

Not to Act on D. C. Rate Order

WASHINGTON—On advice of counsel, the District of Columbia Rating Bureau governing committee has decided to take no action on Superintendent Jordan's recent order for reductions in fire and extended coverage rates. Bureau officials said this was "not a bureau matter." It was explained that Jordan had decided it is a "company matter," by addressing his order to the companies.

Jordan makes the rates, the bureau administers them. His view is understood to be that the bureau would be expected to put the reduced rates in effect as to all companies, although there is the right to appeal from his order.

Rating bureau authorities assert the bureau can not appeal or contest the order under the rating bureau law, which limits right of appeal to any "person, firm or corporation" aggrieved by an order. The bureau, being none of these, will not appeal.

While lawyers say companies concerned could contest the order, they add that the insurance industry is "in such a state of fear to go ahead" that it may be decided not to do so.

Arneson Shifted to Hartford

P. E. Arneson, assistant casualty manager of Travelers in St. Louis, has been transferred to the Hartford branch in the same capacity.

Fire Association Changes in East

Joseph G. Junior has been appointed special agent of the Fire Association group in Maryland, Delaware and Washington, D. C., succeeding A. E. Duncan, Jr., who is now sales division manager. Mr. Junior has just returned from three years' service in the navy. He will establish headquarters in Baltimore. Previous to the war he was special agent for the group in western Pennsylvania and West Virginia.

Charles T. Spackman has been made special agent in the newly created southeastern Pennsylvania field, which was formerly supervised by Mr. Duncan. Mr. Spackman has been in Philadelphia for the group previously. He will be succeeded there by Arthur J. Banker, who has returned from 4½ years in the navy. Mr. Banker was previously with the home office.

More Agencies Are Now Becoming Mixed Offices

Since separation rules were abolished by stock company organizations it is found that there is considerable reshuffling of the cards although in leading agencies there is not much difference. They stick to companies which they have represented and for which they have high esteem. It is found, for example, that a number of mutual companies are finding lodgement in stock company agencies and also stock companies are going into mutual agencies. Very often a mutual or reciprocal, especially one writing automobile insurance, is able to handle business in a way that is more satisfactory to the agent than the stock companies. Then there are mutual carriers that write a class of business freely which the stock companies do not desire.

Hazelhurst to Succeed Rainey at D. C. Bureau

WASHINGTON—Harry Hazelhurst, Jr., who has been first assistant manager of the District of Columbia Rating Bureau for some time, Dec. 1 will succeed Manager H. E. C. Rainey, who retires after 25 years' service to the bureau and its predecessor, the Underwriters' Bureau. Norman Dorphley will be promoted from second assistant manager to first assistant.

Morrill Named Special Assistant to Dineen

Thomas C. Morrill, editorial staff writer of the Alfred M. Best Co., has resigned to join the New York insurance department as special assistant to Superintendent Dineen. He was 12 years associated with Raymond T. Smith, vice-president of the Best Company in charge of the Chicago office. Late in 1940 he went to the New York office. There he was active in the Young Men's Board of Trade of New York and is at present first vice-president and chairman of the membership committee, and previously served as chairman of the insurance section of the board.

Establish New Omaha Branch

Hawkeye Casualty is moving its Council Bluffs service office to Omaha as a home office branch. Phil Blumberg will be manager. He has been with the company for 12 years. The new office will be located on the third floor of the City National Bank building and will provide underwriting and claim service.

ADJUSTER WANTED

By long established independent adjusting firm in Chicago. Prefer man in early thirties with experience in fire and allied lines. Permanent position with splendid opportunity for advancement. In reply give full particulars. Address D-85, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.



READ YOUR LOCAL NEWSPAPERS

Scan their news columns from cover to cover. You'll find many surprisingly good leads for new business. New construction. New business enterprises. New residents in your community. Wedding announcements. And stories of losses by fire or other insured perils on which you can capitalize.

Read the papers, follow up on leads, write new business, and remember "Springfield Group Service" helps to sell!



THE SPRINGFIELD GROUP

W. B. CRUTTENDEN, President

SPRINGFIELD FIRE & MARINE INSURANCE COMPANY
CONSTITUTION DEPARTMENT
SENTINEL FIRE INSURANCE COMPANY
MICHIGAN FIRE & MARINE INSURANCE COMPANY
NEW ENGLAND FIRE INSURANCE COMPANY

SPRINGFIELD, MASS.
SPRINGFIELD, MASS.
SPRINGFIELD, MASS.
DETROIT, MICH.
SPRINGFIELD, MASS.

OF FIRE INSURANCE COMPANIES

LEONHART AND COMPANY, INC.

REINSURANCE Fire—All Risks—Casualty

1020 St. Paul Street
Baltimore 2
Phone: VEmon 3637

40 Exchange Place
New York 5
Phone: HAnover 2-6384

DISTAFF

The Insurance Association of America has a \$25,000 vic. E. Newell as the student in the nation committee of the American Association of Actuaries. The new held M. Whitney on "Aviation."

HOEST G

Rollo E. president agency of tion. He ty field was associated for 15 years. Millers N. and later Co. and P. cies. Mr. west Area ducting a in the win.

LIEBROCK

Liebrock been appo agent for and active F. Liebro important pier & Co. his own has been 22 years. Liebrock year with ness on t has been period.

GWINN &

Homer politan su the first n was sold i ers chron mobiles to stories. T bar Bair, the car w singer M Chicago. car were Standard collision could be new auto since the

ROY C. S.

Roy C. of the I in Chicago

This m fire and as spec ager. ability.

FERO

100 W

AS SEEN FROM CHICAGO

DISTAFF AWARD MADE

The Insurance Distaff Executives Association of Chicago has contributed a \$25. victory war bond to Miss Ruth E. Newland, Parker-Aleshire agency, as the student having the highest standing in the class of the insurance education committee of the Insurance Institute of America.

The next meeting of the Distaff will be held Nov. 15 when C. S. Miller of Whitney & Miller, adjusters, will speak on "Aviation Insurance Claims."

HOEST GOES WITH VINCENT & CO.

Rollo E. Hoest has been elected vice-president of the W. W. Vincent & Co. agency of Chicago, in charge of production. He has been active in Cook county field work for 25 years, having been associated with the Loyalty group there for 15 years. He also saw service with Millers National and Aetna Casualty, and later the Engelhard-Krogman & Co. and Robert H. Beard & Co. agencies. Mr. Hoest is active in the Northwest Area Safety Council which is conducting a campaign for safe driving in the winter season.

LIEBROCK & CO. GETS YORKSHIRE

Liebrock & Co., Chicago agency, has been appointed metropolitan supervising agent for Yorkshire Fire. The owner and active head of the agency is Harry F. Liebrock, who for many years held important positions with the R. A. Napier & Co. agency of Chicago and formed his own office in December, 1944. He has been in the business at Chicago for 22 years.

Liebrock & Co., will wind up the first year with a substantial volume of business on the books and the office force has been considerably increased in the period.

GWINN & CO. INSURES FIRST FORD

Homer Gwinn & Co., Chicago metropolitan supervising agency, has insured the first new production Ford car which was sold in Chicago. The daily newspapers chronicled this release of new automobiles to the public by photographs and stories. The purchaser was Capt. Dunbar Bair, a pilot of United Airlines, and the car was purchased through the Litsinger Motor Company, Ford dealers of Chicago. The P. L. and P. D. on the car were placed by Gwinn & Co. in Standard Accident and the fire, theft and collision in Rhode Island. So far as could be ascertained this was the first new automobile to be sold in Chicago since the war ended.

ROY C. SWANSON RESIGNS POST

Roy C. Swanson, assistant manager of the Insurance Exchange building in Chicago, has resigned. He took a

short vacation and later will announce his future plans. Mr. Swanson for many years was assistant manager associated with the late Manager E. W. Rinder. Previously he had experience in building management. After Mr. Rinder's death, Mr. Swanson was advanced to manager, and held the post for several years. He had much to do with the modernization of the Exchange, includ-

ing installation of the great bronze building index in the north lobby; of the modernistic elevator enclosures on the lobby floor in north building, and also elimination of the skylight there, installation of the unusual system of ceiling lights in the lobby and installation of marble trim on columns and on the lobby walls.

CONGESTION IN CHICAGO

Head offices, department offices and general insurance men in the Chicago area find that hotel and travel accommo-

dations are becoming more and more restricted. For instance there are 10,000 service men reaching Chicago every day to be discharged or sent to another field. While they are in the city usually their parents or other relatives come to spend a few days with them. Most hotels in Chicago will not take any reservations.

Chicago insurance men are receiving requests to make hotel reservations in Chicago and oftentimes it is necessary to make 40 telephone calls before a room can be found. In some instances it has been necessary to rely on Gary, Ind., for



A delayed alarm caused this Chicago building, headquarters for four lumber companies, to be completely destroyed by fire on April 11, 1945. A strong wind and concealed spaces in the building construction made the automatic sprinkler system ineffective.



Twenty minutes after this fire was discovered someone telephoned the fire department. The fire fighters did their noble best but the alarm came too late for human efforts to save the building and its contents...the loss was more than \$600,000.

The best insurance against delayed alarms,

an outstanding cause of large-loss fires, is the automatic detection and reporting of fires in their incipency. A.D.T. provides this protection through Aero Automatic Fire Alarm Service in unsprinklered properties and through Sprinkler Supervisory and Water-flow Alarm Service in sprinklered properties.

May we tell you how automatic protection can be employed to effect substantial economies while providing increased protection? Write for complete information and descriptive booklets.

A. D. T. AUTOMATIC FIRE DETECTING AND REPORTING SERVICE

Controlled Companies of AMERICAN DISTRICT TELEGRAPH CO. 155 Sixth Ave., New York 13, N. Y.
CENTRAL STATIONS IN ALL PRINCIPAL CITIES OF THE UNITED STATES



Electric Protection Services
AGAINST FIRE · BURGLARY · HOLDUP
A NATION-WIDE ORGANIZATION

FIRE & CASUALTY BRANCH MANAGER

This man has had twelve years fire and casualty experience, both as special agent and branch manager. He has lots of drive and ability.

FERGASON PERSONNEL

Insurance Personnel Exclusively
168 W. Jackson Blvd., Chicago 4, Illinois

accommodations. All the outlying hotels are packed. The American Legion convention will crowd the city still further.

It is difficult to get accommodations on trains or airplanes. Restaurants are filled to capacity. There is no apartment or house to be rented. This condition prevails in the same or lesser degree the country over. New York is crowded to the limits. Agents naturally will rely on their companies to secure hotel reservations, Pullman tickets and so on. It is embarrassing at this time to inform those making the request that it is impossible to meet them.

NEW OLD GUARD MEMBERS

The America Fore Old Guard of the Chicago office at the annual dinner welcomed four employees who have recently become members. Twenty-four employees completed 25 years of service so far this year, making a total membership of 121 in Chicago. Country-wide total is 687.

Vice-president E. A. Henne presided as toastmaster, and Assistant Secretary C. J. Lingenfelder was in charge of arrangements.

Charles Cook, special agent at Wausau for northern Wisconsin and the upper peninsula of Michigan; James J. Lanoue, agency superintendent of the farm department; Harry E. Frost, western loss department; and George J. Seibold, state agent in southeastern Missouri, are the new Old Guard members.

Two more promotions in the navy insurance division from lieutenant to lieutenant commander have been announced. They are J. H. Donaldson, formerly attorney for American Automobile at New York, and C. C. Flora, Watertown, Mass., formerly of Liberty Mutual. Lt. Comm. Flora is now detached and returning to civilian life.

Illustrate your A. & H. sales talk with the "Photograph", \$3.00 a copy. The A. & H. Bulletins, 420 E. 4th St., Cincinnati 2, Ohio.

NEWS OF FIELD MEN

Officials and Agents Attend Dinner of Mo. Preventionists

JEFFERSON CITY—Governor Donnelly of Missouri, appearing as a guest at a dinner meeting here of the Missouri Fire Prevention Association, formally presented Owen G. Jackson, new insurance superintendent, to the field men and other insurance men present. George Cook, Providence Washington, Kansas City, president of the Fire Prevention Association, presided at the dinner.

Governor Donnelly, who for many years has been interested in an agency in his home town of Lebanon, Mo., also paid tribute to E. L. Scheufler, retiring superintendent, for his administration of the Missouri department. He gave no political color to his short address and in speaking of Mr. Scheufler's record his attitude was much like that of the head of a large industry telling of the departure of a highly regarded employee for another field of endeavor.

Superintendent Jackson in turn presented his new deputy superintendent, Glenn D. Evans of St. Louis.

Mr. Scheufler said he would assist his successor in every way. Jackson accompanied him to Chicago for the meeting of the federal legislation committee of the National Association of Insurance Commissioners and the annual meeting of the American Life Convention.

Other guests at the dinner included Frank Lerin, who has been deputy superintendent under Mr. Scheufler; W. O. Owen, new chief rater of the Missouri department; John J. O'Toole of F. D. Hirschberg & Co., St. Louis

N. A. I. A. state national director for Missouri and B. G. Gregory, executive secretary Missouri Association of Insurance Agents and manager of the Insurance Board of St. Louis. George F. King of Columbia, president of the Missouri association, was unable to get to Jefferson City to attend the dinner, but was on hand for the meeting of the Missouri Fire Underwriters Association the next day.

Features of that meeting were a review of the recent N. A. I. A. annual meeting by Mr. O'Toole and a showing of the Aetna Casualty film on "The Bank and Agents Auto Plan," with comment by Mr. Gregory. For this feature the Fire Underwriters Association had invited a number of bankers and agents from Jefferson City, Columbia, Fulton, Sedalia, and other points in central Missouri.

H. H. Miller, Neb. Veteran, Retires

Harry H. Miller, Nebraska state agent of Crum & Forster, has retired. He has been more or less on the inactive list for some time, as he has not been doing traveling extensively.

Mr. Miller is an old-timer in Nebraska; he was originally with Royal, later with Westchester for Iowa and Nebraska, and when Westchester became a member of the Crum & Forster fleet, he was put in charge of Crum & Forster's operations in Nebraska. He is to be succeeded by C. E. Hoiles, who was appointed state agent some time ago.



Harry H. Miller

before that state agent of New Zealand in the mountain field, was presented a silver vase and 25 red roses.

Blue Goose Grand Nest Appointments

MILWAUKEE — Appointments of deputy most loyal grand ganders and committees of the Blue Goose grand nest by Philip M. Winchester, most loyal grand gander, have been announced by Richard A. Kenzel, grand wielder.

Deputies-at-large are S. R. Howard, Philadelphia, eastern states; Gordon Price, Atlanta, for Kentucky, Tennessee, Virginia, North and South Carolina, Georgia and Florida; Jules Simoneaux, New Orleans, Louisiana, Arkansas, Alabama, Mississippi, Oklahoma and Texas; Thomas G. Linnell, Minneapolis, central states; Herbert E. Manners, San Francisco, western states; Thomas Bailie, Calgary, Alta., Canada.

Deputies for Canada are Temple Keeling, Vancouver, for British Columbia; Herbert Hunter, Winnipeg, for Manitoba; R. J. Blanchette, Toronto, Ontario; D. A. McDonald, Montreal, eastern Canada.

Deputies for the United States are R. C. Williams, New York, New York City and New England; B. J. Weisgerber, Wheeling, W. Va., Maryland and District of Columbia; Robert Martin, Baltimore, West Virginia; Paul M. Fell, Philadelphia, western and western Pennsylvania; W. H. Davidson, Richmond, Virginia, North and South Carolina; John Holmes, Atlanta, Georgia and Tennessee; W. W. Branch, Birmingham, Alabama and Florida; F. Julian Carroll, Jr., Jackson, Mississippi and Louisiana; E. E. Fieldhouse, Louisville, Kentucky and Arkansas; Georgia J. Henry, San Antonio, Texas and Oklahoma; John H. Ohrner, Spokane, Washington and Oregon; Stanley E. Rich, Salt Lake City, Utah, Idaho and Montana; Weldon L. Oxley, Sacramento, northern California; C. W. Withers, Phoenix, Arizona and southern California; Frank Connors, Denver, Colorado, Wyoming and New Mexico; H. A. Truslow, Honolulu, Hawaii; Edward F. Holloran, Minneapolis, North and South Dakota; Wayne C. Foster, Sioux Falls, S.D., Minnesota; Eugene

Mountain Field Club in 25th Year

DENVER—The Mountain Field Club celebrated its 25th anniversary at the annual meeting here. Officers elected are: President, W. E. Minner, Jr., state agent Aetna; vice-president, Richard B. Daniels, Royal; secretary-treasurer, Charles J. Hooker, American. George E. Gettman of Cashman & Evans and Raymond H. Stebbins of Cobb & Stebbins were named on the governing committee.

Frederic Williams, secretary Rocky Mountain Fire Underwriters Association, was largely responsible for the organization of the present club. Forty-two field men and general agents attended the first meeting. The club now has a membership of 115.

These members who have been in the insurance business 25 years or more in the mountain field were presented 25-year "old timers" certificates: Chester E. Cole, Mountain States Inspection Bureau; Joseph C. Dinhaupt, Daly general agency; A. Jackson Dunn, Standart, Main & Brewster; Roy G. Harris, Hartford; Horace B. Maltby, Crum & Forster; Roy D. Wilcox, Wilcox general agency; Ted A. Avril, Orient. A 50-year certificate was presented to George Webster, general adjuster Fire Companies Adjustment Bureau. Three other living members hold 50-year certificates: Clarence Cobb, Alvin L. Jessup and B. M. McDonald. A memorial was read for the late Henry F. Evans.

Commissioner Kavanaugh of Colorado was a guest and made a very interesting talk.

Raymond H. Stebbins, president the past year, was presented a traveling bag. Frederic Williams, who has served as secretary of the Rocky Mountain Fire Underwriters Association 25 years and

Property Facts Are Basic

The starting point for sound solution of problems of Insurance, Income Taxation, Reconversion, Accounting and Finance is an accurate knowledge and record of Property Facts.

The AMERICAN APPRAISAL Company

VALUATIONS • PROPERTY RECORDS DEPRECIATION STUDIES

EVERYBODY

KNOWS

SCHULTZ & CO.

GENERAL AGENTS

for

Millers National

INSURANCE COMPANY

Illinois Fire

INSURANCE COMPANY

Ohio Farmers

INSURANCE COMPANY

Ohio Farmers

INDEMNITY COMPANY

E. K. SCHULTZ

AND COMPANY

Fourth and Walnut Streets

PHILADELPHIA

O'Brien, gher, Colu bell, Chic Payne, Sp Omaha, Nebraska; Kansas; Missouri; ern Missou Wisconsin Huber appointed Committee H. C. tion and Philadelphia; ark; emb more; pul York; was grand cus Thomas L.

Kansas To Lau

At the of the Ka tion at To the Kans Agents, C & Lancas town insp proved an Northwest arrange for end of the probably The pro the aged, als and p shortly, a ing been a material f mittees sh in advanc as Fire N. K. Nel retary V. made a b Week act Herbert ro to schools 40 talks t tending.

Penfield

Maj. M. from the as state ag gon. He Agent Ed traveling Penfield's Banks, wh tired from the call to

Whitford

Lt. Geo land mari socation, travel out as a gene navy on Pacific.

Connecti

HARTF police wer the depar Field Clu York Und public re several sp civic meet of Hartfo A. M. De on the M change m

Hastings

Republic Robert H at Seattle Oregon. years as leaving to saw action areas and

O'Brien, Detroit, Ohio; Eugene Gallagher, Columbus, Indiana; Don C. Campbell, Chicago, Michigan; Frederick D. Payne, Springfield, Illinois; E. A. Reed, Omaha, Iowa; E. R. Rust, Des Moines, Nebraska; Alex B. Young, Kansas City, Kansas; L. A. Magill, Topeka, western Missouri; J. E. Tenner, St. Louis, eastern Missouri; T. L. Mulcahy, Milwaukee, Wisconsin.

Hubert O. Wolfe, Milwaukee, was re-appointed judge advocate.

Committee chairmen are: Jurisprudence, H. O. Wolfe, Milwaukee; constitution and by-laws, Joseph R. Knowlan, Philadelphia; ritual, Paul M. Fell, Philadelphia; memorial, Fred L. Bross, Newark; emblems, Harold Roberts, Baltimore; publicity, Edwin N. Eager, New York; war activities, E. J. Beauvais, grand custodian; war veterans' service, Thomas Linnell, Minneapolis.

Kansas Prevention Group To Launch Inspections

At the executive committee meeting of the Kansas Fire Prevention Association at Topeka during the convention of the Kansas Association of Insurance Agents, Chairman C. E. Stiehl, London & Lancashire, called for revival of the town inspection program. This was approved and Chairman Harry B. Brown, Northwestern National, was requested to arrange for four inspections before the end of the year next May. They will probably include St. John and Stafford.

The proposed inspection of homes for the aged, county infirmaries and hospitals and poor farms is to be launched shortly, a special inspection blank having been approved. It was agreed that material for local fire prevention committees should be made available more in advance of seasonal campaigns such as Fire Prevention Week. President N. K. Nelson, Great American, and Secretary V. E. Herbert, Loyalty group, made a brief report on Fire Prevention Week activities in the state. Secretary Herbert reported a total of 123 talks made to schools with 37,845 in attendance and 40 talks to adult groups with 7,161 attending.

Penfield Returns to Ore. Post

Maj. M. F. Penfield has been released from the army and resumed his duties as state agent of Royal-Liverpool in Oregon. He will be assisted by Special Agent Edgar V. White, who has been traveling Oregon during a part of Maj. Penfield's absence. State Agent J. H. Banks, who is now 78, is again being retired from active duty after answering the call to help out for the duration.

Whitford Resumes Field Work

Lt. George V. Whitford, formerly inland marine special agent for Fire Association, is leaving the service and will travel out of Chicago for the company as a general field man. He was in the navy on mine sweeper service in the Pacific.

Connecticut Meeting Held

HARTFORD—Activities of the state police were discussed by Lt. Mulcahy of the department before the Connecticut Field Club. Arthur G. Tyrol, New York Underwriters, in reporting for the public relations committee, said that several speakers had been supplied for civic meetings. John A. Gray, Phoenix of Hartford, told of program plans. A. M. Dexter, North America, reported on the New England Insurance Exchange meeting.

Hastings Rejoins Republic

Republic of Texas has appointed Robert H. Hastings district manager at Seattle, covering Washington and Oregon. He was with the company 14 years as special agent at Los Angeles, leaving to join the army in 1943. He saw action in the European and Pacific areas and was recently discharged.

The fourth anniversary of the ladies auxiliary of the Louisiana Blue Goose was celebrated with a dinner-party at the home of Mrs. Claude Dupree, president. On the table were five birthday cakes, graduated in size, as a symbol of continued growth.

The annual fall dinner-dance-bridge of the Sunflower Blue Goose puddle at Wichita brought out a record attendance. Among the service men recently returned who were on hand were Herbert Schoeppe, Commercial Union; W. E. Stewart, North British, and Harold Brown, Central Kansas Adjustment.

NEW YORK

GENERAL OPENS BRANCH

General of Seattle has set up a branch office at 111 John street, New York, with Robert Emslie supervising the business. Heretofore the interests of General have been in the hands of the Mezey Agency.

KAPLAN GIVES ADDRESS

Former State Senator Kaplan of the New York legislature spoke before the New York City Blue Goose Wednesday evening. He is a member of the law firm of Powers, Kaplan & Burger, attorneys for the Eastern Underwriters Association, the New York Board, New York State Rating Association and New York Fire Insurance Exchange. He is a past president of the civil service commission of New York state.

ACCOUNTANTS HEAR MILES

Lawrence W. Miles, vice-president of Joseph Froggatt & Co., is addressing the luncheon meeting of the Insurance Accountants Association of New York Thursday on the application of accepted principles of accounting to the insurance business and Valdo Volta is making a talk on post-war taxation.

FUR LOSSES INCREASE

Claim men have noticed a sharp increase in fur losses during the last few months. This is due to the high value of these articles, their ready sale and hence the appeal to professional thieves. Most of the losses come under the personal property floater. Many losses occur where furs are stored for the winter with the dealer. They have gone up in value in recent months.

Bank-Agent Auto Plan Is Discussed in Ohio

CINCINNATI—Agents should impress on clients and solicitors that clients may finance their cars through facilities offered by the agent, M. G. Jensen, casualty manager Travelers, chairman automobile finance committee, declared at a meeting of the Cincinnati Fire Underwriters Association. A national advertising program may be instituted to get this idea across. Automobile finance firms are strongly entrenched and will not give up easily.

Several conferences have been held with local bankers by the committee. At least one bank wants to establish a master policy plan, he reported.

A heavy attendance, perhaps over 1,000, was predicted for the mid-year meeting of the National Association of Insurance Agents in Cincinnati next May by Frederick Rauh, president. He shortly will announce local committees for the meeting. A revision in the state casualty qualification examination is being considered. He believes it is time to change examinations from the essay to objective type.

G. B. Maggini, Perkins & Geoghegan, instructor University of Cincinnati fire insurance course, reported an increase in enrollment from 21 to 33. H. O. Roth, chairman war fund committee, said the association's team has attained 105% of quota.

John A. Lloyd, vice-president Union Central Life, former secretary Ohio association, talked on the S.E.U.A. decision and public law 15.



HAS YOUR PRODUCTION PARALLELED THIS LINE?

The sharply rising curve, above, pictures the climb of building costs and replacements since 1933. Increased construction costs reduce the assured's protection—unless additional insurance is carried. This affords an opportunity for you to sell the additional insurance coverage necessary to meet today's higher replacement costs. Our field men are always ready to work with you.

THE HANOVER FIRE INSURANCE CO. OF NEW YORK

Organized 1852

THE FULTON FIRE INSURANCE CO. NEW YORK

HOME OFFICE
111 John Street, New York, N. Y.

WESTERN DEPT.
Insurance Exchange Building, Chicago 4, Illinois
PACIFIC COAST DEPT.
340 Pine Street, San Francisco 4, California

General, Seattle, Reduces Dividends

(CONTINUED FROM PAGE 3)

First National uses the dividend plan in Connecticut, District of Columbia, Kentucky, Massachusetts, Missouri, New Jersey, New York, West Virginia and Wisconsin. It operates on a non-participating basis in Delaware, Maine, Mississippi, Nevada, New Hampshire, North Carolina, Pennsylvania, Rhode Island and Vermont.

The announcement said that no policies will be allowed to be cancelled pro rata and renewed for the purpose of getting the larger dividend.

Sees No Loss in Premium Volume

General has consistently paid a 20% dividend on the usual classes since it was organized in 1923. The only exceptions have been a few classes on which the scale has fluctuated to as low as 10%. Mr. Dent, in his explanation to agents, cited the latter fact to show that the present reduction should not result in a loss in premium volume. On the special classes, following dividend cuts, no loss was experienced, he said.

Mr. Dent's lengthy announcement was made in a six-page single-space type-written letter, plus one additional page especially addressed to the agents. He traced the rise and growth of General since its formation and mentioned the fact that it writes the largest volume of fire premiums in Washington and Oregon. He said the cut should not affect the companies' volume adversely. "My guess is that we will increase our production through this change of dividend," he said to his field men. "Still, some of our agents will worry about our dividend being less than the mutuals. It should be less. All you have to do is show your prospect why and you won't lose the business to mutuals. There is little question in my mind

but what the sound, conservative mutuals will reduce their dividends, at least they should; if there is a mutual that does not, it will be because it is afraid of losing business and hasn't sufficient confidence in its merchandise."

Mr. Dent pointed to a number of mutuals that have cut their dividends to 15%.

South Carolina Agents Reelect Officers

(CONTINUED FROM PAGE 3)

ion." He emphasized that problems of the insurance business are secondary to providing insurance for the public in a manner that will be fair and equitable and, further, to employ all honorable means in acquainting the public with the manner in which the business is conducted. Few speakers in the past have left so strong an impression upon an audience as the address delivered by President Brown.

Jones Praises Agents

The afternoon session was opened by an address on "Post-War Agriculture" by J. Roy Jones, state commissioner of agriculture. In his remarks Mr. Jones explained many of the functions of his department with which the audience had not heretofore been acquainted. In his remarks he paid high tribute to the insurance agents, stating that his department had no stronger supporters or better friends.

President Miller Reports

At an executive session President Thomas R. Miller of Florence gave the session a report of his administration, and Hunter Brown presented a detailed report of the activities of the National association.

There was a full discussion of securing for the membership and employees of the members a group life and hospitalization policy. The presentation of this

subject was made by Frank Robson of Life of Virginia. The executive committee was instructed by an overwhelming majority vote to pursue the matter immediately.

The cocktail hour and dinner dance were attended by more than 250 delegates, their wives and friends. The committee on insurance laws, created at the last session of the South Carolina legislature, was invited to the dinner dance, and a number of the members attended. Among those in attendance from the committee were Senator W. P. Baskin, Jr., chairman and Mrs. Baskin. Also in attendance were Governor and Mrs. Ransome Williams, Commissioner and Mrs. Benjamin and Deputy Commissioner and Mrs. Murphy.

Discuss Tobacco Coverage

The session Friday morning was featured by reports from the national state director, the treasurer and the manager. A full discussion was held on the question of hail insurance on tobacco, and the convention voted that the hail committee, of which O. D. Freeman, Loris, is chairman, should make every effort to adjust the matter with the companies to the point where some solution could be found to the continuing high loss ratio on this class.

James M. Richardson, Hartsville, headed the nominating committee, which recommended reelection of all officers and the executive committee.

With the registration of over 200, the convention was regarded as one of the most successful the association ever held.

At the conclusion of the session Friday, a resolution was adopted commending Manager H. Pierce North for the manner in which he had handled association affairs since June, 1944.

Sudden Death of Alexander Phillips

(CONTINUED FROM PAGE 3)

him for his undertaking. He got his start in the Texas field where his experience was especially broadening. Texas had adopted state regulation and state rating plans. Mr. Phillips at once studied the whole machinery until he spoke with authority. When he went to New York for his company some of the officials got him to expatiate on the Texas plan. He stood on his feet four hours telling the officials about it.

To be a shrewd, progressive and successful underwriter requires the best possible judgment and good sound, common sense. A man must be able to reach correct conclusions and his decisions must be reached through logical processes.

Mr. Phillips was never hysterical, vacillating or flighty in his underwriting judgment. He followed closely the beaten paths until he was sure that others could be traveled with safety. He took parental charge of the Great American auxiliaries, there being seven fire and one casualty company, so far as keeping in touch with their affairs was concerned. He attended the quarterly board meetings of the auxiliary fire companies and acted as their adviser.

Kept Finger on Pulse

Mr. Phillips knew what was going on in his company all the time. He kept his finger on the pulse. Perhaps he laid out a too strenuous program for himself. He might have unloaded many of the duties that he assumed on others. However he always desired to be fully informed of the operations. He was a serious-minded man. He took his position seriously. He was a profound student of the business. In reaching his underwriting conclusions he not only studied the chart from an insurance standpoint but he looked at it from business conditions and the special surroundings that had to be considered in reaching judgment as to different classes of risks.

Mr. Phillips was a devotedly religious man. He was a Bible student. During his field days in Texas he would sit in

a room where a poker game was in progress, listen to the wise cracks, take part in the conversation but he never engaged in the pastime. When he thought it was time to retire he made known his intention, took down his Bible, read a chapter or two, engaged in meditations and then knelt in prayer. The men who were his associates had the utmost respect for his course along this line. They realized that he was earnest and sincere. He never tried to proselyte. He let every man have his own views. Religion to him was a working philosophy. He did not drink intoxicants, he did not play poker, he did not indulge in any of the smaller vices that might be more or less common to traveling men.

Value of Texas School

Mr. Phillips was schooled in that great Texas domain which has given the business eminent men. There is something in Texas experience that is well worth while from an underwriting standpoint. Some of his associates were S. M. Buck, western manager of Great American, C. F. Thomas, manager Western Underwriters Association, John M. Thomas, president National Union Fire, S. T. Maxwell and R. M. Anderson, vice-presidents National Fire; J. C. Evans, vice-president Great American; George C. Long, Jr., president Phoenix of Hartford.

Phillips Self-Made Man

Mr. Phillips was a self-made man. He was a hard worker, a very intelligent observer and he made every day count.

Mr. Phillips was a man of strong opinions. He did not hesitate to express what he thought in severe terms at times. Sometimes he may have been misunderstood. He was rather emphatic in voicing his ideas and in that way he antagonized some people who were opposing him. Mr. Phillips had to fence with some powerful opponents and if he found himself defeated he took it in good grace. He realized that he had certain duties

"Claims arising under the company's policies are promptly paid when properly presented and proven. Resisted claims are few. Claimants are fairly and impartially treated, and the disposition of the company is to settle its policy obligations in accordance with its contract and without undue delay."

From convention examination conducted by States of Texas, Missouri and Indiana



Fire : Automobile : Inland Marine

EARNED

BY

ACHIEVEMENT

Respectability

SECURITY FIRE
INSURANCE COMPANY

Since 1883

Davenport

Iowa

to perform and he was not satisfied until he had done his work.

In addition to his supervision over the Great American affiliates he had charge of the western department, Pacific Coast department and Canada.

Had Charge of Canada

Canada at one time was divided into three parts so far as supervision was concerned but later it was concentrated, with the Dominion as a whole clearing through Montreal. From the very moment that Mr. Phillips took charge of Canada he became a Canadian student from every standpoint.

Mr. Phillips took a personal interest in everyone connected with the Great American organization. He wanted to know all about them. Outside of business he was a cordial, sociable man.

Mr. Phillips' son, George Phillips, formerly was state agent in Virginia for Great American and later purchased an interest in the Dobie & Dow agency at Norfolk, Va.

Funeral services for Mr. Phillips were held at Westminster Presbyterian Church, Dallas, where he had maintained his membership. Mr. Phillips resided at Montclair, N. J., and had a farm "Spring Acres" at Washington, Va., where he went as often as he could. He had looked forward to the day when he might be able to make that farm his regular home.

Pallbearers at Dallas were: A. F. Meren, R. B. Cousins, Jr., Fred A. Crawford, Sam R. Johnson, M. G. Jarreau and F. M. Malleliou.

Refutes Errors in Magazine Article

(CONTINUED FROM PAGE 4)

of the middle west stores) because they have all had the agreed amount arrangement for that period and under that arrangement the question of coinsurance in connection with loss adjustment is non-existent."

Contradicts Leader's Statement

Mr. Kimball points out that the list of changes and improvements in department store U. & O. coverage contradicts Mr. Leader's statement that "the trouble with the situation, I believe, is that most of the insurance companies have written U. & O. insurance on documents which they have refused to revise, notwithstanding that they must be cognizant of the fact that these are not fitted for the purpose used."

"In the mercantile business," said Mr. Leader in his article, "it is practically impossible to forecast the volume of business with any degree of definiteness for a year hence. Still, if you don't do this, you may find yourself underinsured and suffer the consequences or you may be greatly overinsured and pay premiums on items never at risk and without any possible benefit to you."

Mr. Kimball answers this by stating that for the last 10 years the 18 large stores previously mentioned have done "exactly what Mr. Leader says is practically impossible to do and have forecast their volume a year ahead as a basis for the agreed amount clause." The agreed amount clause removed the possibility of a coinsurance penalty. As to overinsurance, Mr. Kimball continues:

"No store representative in this group to my knowledge feels that he is ap-

preciably overinsured with insurance in force amounting to 50% of full annual gross earnings as estimated a year ahead. Some have figured they might possibly squeeze by 12 months total interruption with insurance equal to 40% to 45% of full annual gross earnings but all have at one time or another expressed complete satisfaction with carrying insurance to the extent of 50% of full annual gross earnings and many have said they would under no consideration carry less than 50% even if that were made possible.

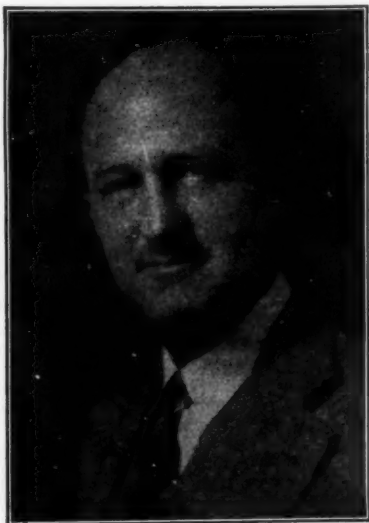
"With the U. & O. rate now based on 80% of the 80% coinsurance building rate (as contrasted to the average of the building and contents rates years ago); with the substantial reductions in fire insurance rates on sprinklered department stores which have been made; with the minimum amount of insurance required reduced from 100% or more to 50% of full annual gross earnings; and with the cost of full protection against loss of earnings ranging from 25% to 35% of the cost of fire insurance on the buildings, furniture and fixtures, and merchandise, there has been general agreement that the cost of U. & O. insurance is now at a reasonable level. Most certainly the cost of complete U. & O. protection ranges from one-half to one-quarter of the cost in the days of the N.R.D.G.A. insurance bureau (1925-1929)."

Mr. Kimball's article is illustrated with a table showing the close approximation of actual sales to forecasts. Also shown is a standard work sheet filled in with typical figures showing the operation of the agreed amount gross earnings form.

C. C. Hewitt Warns N. H. Agents

(CONTINUED FROM PAGE 4)

gerous aspect of the requirements of public law 15 is that there might be a joint rate-making bureau into which all types of companies may be allowed to come. Such a bureau, he declared, will



C. C. HEWITT

include commission regulation and revision and regulation of every item of expense in the insurance business.

Public Not Asking for Regulation

Mr. Hewitt emphasized that the S. E. U. A. decision was not a matter of public complaint against current rate-making methods. He explained that it is not the public who is asking for such limited restrictions that prices and policies would be made inflexible.

"Whom are we trying to benefit by insurance legislation: Insurance companies or the public? If it is the public let the state safeguard the public against insolvency, against trickery in contracts,

Something New IN THE AIR

Meet Mr. Amphibian Seabee. He is a new-comer in this post war world; but you will see a lot of him on lakes and bays, and especially in vacation lands. You should know more about him.

If you care for his insurance needs, he will reward you properly. Our membership in the United States Aviation Insurance Group will supply the necessary capacity.

Also—air cargo

Be the first—get the gentleman's business.



CAMDEN, N.J.

★
A COMPANY
IS KNOWN BY THE
AGENTS IT KEEPS
★

NOW IN OUR SECOND CENTURY OF SERVICE



HARTFORD • CONNECTICUT

ONE OF THE
TRAVELERS
COMPANIES

CHASE CONOVER & CO.

Auditors & Accountants

135 So. La Salle Street
Chicago

Telephone Franklin 3868

SPECIAL AGENT WANTED
Large non-board company has an excellent opening in southern Ohio for a well qualified fieldman with fire and casualty experience. Good salary for right man. Write Box D-86 The National Underwriter, 175 W. Jackson Blvd. Chicago 4, Illinois.

Sullivan
Edward
pointed
ington o
Potomac
pany 15
ence in
J. Ben
cial age
territory.
company
Columbu

A.F.I.A. Reopening Agency Offices in Philippines

NEW YORK—The American Foreign Insurance Association has reopened the agencies of its member companies in the Philippines and will open shortly a supervisory office in Manila in charge of Anthony G. Muldoon who is on his way there. Mr. Muldoon was formerly the association's manager in the Philippines and was interned by the Japanese. He has been at the New York head office for the last seven months. The association has added casualty lines to its facilities and is in a position to handle all classes of insurance except life.

Fred E. Vincent, the association's marine manager, has returned to head office after a 10-week tour of the Philippines as a member of the War Damage Corporation investigating committee and is in a position to give information and advice on conditions in the islands.

Companies in New York Warn of Congestion

A number of insurance companies and organizations have notified those who might desire to take a trip to New York City at this time to postpone the visit. New York City is crowded to the guards. Hotel reservations are almost impossible to get. Although there are hundreds of taxicabs on the street, one may wait for half an hour before getting one. All eating places are crowded. These companies notified those that have business with them to use the telephone, telegraph or mail but not to attempt a personal visit at this time.

McGannon V.-P. of C. & R. in Can.

W. Lawrence McGannon has been appointed vice-president of Corroon & Reynolds of Canada and chief agent of American Equitable, New York Fire and Merchants & Manufacturers. He succeeds Jacques Marchand, manager of Corroon & Reynolds for 16 years, who resigned Nov. 5 to confine his activities to less arduous duties.

Appointed at Baltimore

Lt. J. Walter Hamilton, after three years with naval intelligence, has been released from service and has been appointed manager of the Baltimore office of Jefferson Adjustment Bureau.

The Chaddock, Winter & Alberts Agency at Muskegon, Mich., honored J. J. Hoekenga on completion of 20 years service as an agent.

CASUALTY

Lumbermen's Mutual Soon to Sell Over Counter

Kemper Insurance is another organization trying out the "Insurance Store" plan. It has arranged with several agents in Illinois to open insurance stores affording over-the-counter service as a laboratory test to see if its agents will be justified in following this type of procedure generally throughout the U. S.

Emphasis at present is on auto insurance under the new safety responsibility law, but other lines are written.

The agencies represent Lumbermen's Mutual Casualty, National Retailers Mutual and other mutuals.

Sullivan Washington Claim Chief

Edward J. Sullivan has been appointed claims manager of the Washington office of General Accident and Potomac. He has been with the company 15 years and has had wide experience in Philadelphia and Harrisburg.

J. Ben Berry has been appointed special agent for the Washington office territory. He was formerly with the company as an agent at Pittsburgh and Columbus and before that was casualty

manager of the Thomas E. Wood agency in Cincinnati. He has recently returned from the army.

Dismiss Big Damage Suit

The \$5 million suit against 20 defendants, including a number of bonding companies, brought by O. A. Britson has been dismissed by Federal Judge Craven in Omaha as a "smear without cause." Britson charged district and supreme court judges and attorneys with conspiring to ruin his business, which was liquidated some years ago.

Standard Mutual Cas. Open House

Standard Mutual Casualty of Springfield, Ill., will hold open house at its new home office Friday afternoon and evening and all day Saturday. The company bought a large residence last year and converted into a handsome colonial home office building.

Ask Supreme Court Review

WASHINGTON—Whether, in entering into a lump sum construction contract the government impliedly undertakes not to enter into cost-plus-fixed fee construction contracts in the same locality while the former contract is being performed, according to the government, is the question involved in case

No. 179 before the Supreme Court, wherein Standard Accident and Albert E. McKenzie, trustee in bankruptcy of Graves-Quinn Corp., seek review of a court of claims decision in favor of the government. The latter recently filed a brief with the court opposing granting of a writ of certiorari.

The court of claims had decided against Standard Accident, surety on a performance bond of Graves-Quinn, which sought to recover on claims arising out of a contract between Graves-Quinn, and the government for construction of housing at several points in New England for \$1,008,800. The claim was based largely on the statement that government cost-plus contracts in the same section resulted in higher costs under the Graves-Quinn contract, out of which grew claim for \$397,200 damages. The court of claims sustained the government demurrer and dismissed the case.

Austin H. Geiselman, 46, vice-president in charge of the judicial bond department of Fidelity & Deposit, died in his home following a brief illness. He joined F. & D. in 1921 and was made assistant to the attorney and adjutant for the Boston territory. Three years later he was placed in charge of claim and inspection work in the Newark area.

In 1926 he was called to the home office and given an underwriting assignment in the judicial department. He was promoted to assistant manager of that department in 1929 and in 1941 was made manager of the department. Four months later he was elected a vice-president of F. & D. and American Bonding.

Virginia Regional Meetings

RICHMOND—A series of group is being sponsored by the Virginia Association of Insurance Agents, starting Nov. 15 in South Hill and Nov. 16 in Danville.

William R. Walker of Davenport Insurance Corporation, Richmond, will talk on "Business Interruption Insurance" and Warren F. Curtis of Boswell & Curtis, Richmond, "Some New Developments in Burglary Insurance," each followed by an open forum. In the afternoon, the film, "Bank and Agent Auto Plan in Action," is being shown by Manager J. Earle Dunford on the work of the Virginia association.

All capital stock agents regardless of membership in the Virginia association within a convenient driving distance are being invited to attend these meetings, which are in the nature of educational conferences.

Do they read it?

85% Said "Yes!"

5% Said "Sometimes"

10% Said "No"

Interested in knowing whether or not persons to whom he sends the *Insurance Buyers Digest* each month read it and what they think of it, Lawton Swan Jr., Lawton Swan Insurance Agency, St. Petersburg, Fla., enclosed the following business reply card with an issue of the *Digest*:

We read the *Digest*

We do not read the *Digest*

We appreciate receiving this information every month as it keeps us posted on changes in insurance

Suggestions for improvements

Out of 72 cards returned, 61 or 85% had a check mark after "We read the *Digest*", of which 49 indicated they appreciated receiving

the information. From these 49 the following suggestions or comments were received:

"We read the *Digest* with interest and profit. Thanks!"

"Good information."

"It is improving. Keep up the line of insurance facts."

"Seems okay as is."

"The data keeps me informed as to changes, etc., the importance of which I realize. Your service needs no improvement."

"Continue the good work."

"No suggestions necessary." (several of this type)

"No suggestions. Very helpful as I learn from it."

"You are doing very well."

THE NATIONAL UNDERWRITER

175 W. Jackson Blvd., Chicago 4, Ill.

Send us sample copies of *The Insurance Buyers Digest* along with your price schedule.

Name

Address

City

INSURANCE BUYERS Digest

CONDENSED FROM THE NEWS OF THE MONTH

Scott M. Brown Company
105-107 W. 5th St. Chattanooga, Tennessee
Telephone 4-3735 - 4-3736

New Automobile Rate Basis Is Adopted

"Plenty of Goo"
Spells Trouble
A provision has been adopted by the National Automobile Underwriters Association to provide for a new rate basis for the year 1946. This new rate basis is based on the cost of new cars, plus a profit of 10% to the dealer. This new rate basis is based on the cost of new cars, plus a profit of 10% to the dealer. This new rate basis is based on the cost of new cars, plus a profit of 10% to the dealer.

Three Classes for Claim Value

A provision has been adopted by the National Automobile Underwriters Association to provide for a new rate basis for the year 1946. This new rate basis is based on the cost of new cars, plus a profit of 10% to the dealer. This new rate basis is based on the cost of new cars, plus a profit of 10% to the dealer. This new rate basis is based on the cost of new cars, plus a profit of 10% to the dealer.

Costs are Reduced

Commercial Forms
Now a Good Buy
Commercial forms are being sold at a reduced price. This is a good time to buy. The price is reduced by 10% to 20%.

"I would hate to have my name taken off your mailing list."

"The *Digest* seems to cover all questions."

"Helpful service."

"Very good, helpful data."

"No suggestions, it is O. K."

From the 12 who indicated that they read the *Digest* but who did not indicate whether or not they appreciated it, the following comments were received:

"After reading this month's issue I feel I need additional insurance. Call in November, 1945."

"It is helpful and we thank you for it."

"Thank you for your interest in a worthy cause."

"Very good information."

"Informative and interesting."

If you are interested in this systematic plan for maintaining friendly contacts with prospects and policyholders between your personal calls, write for samples of *The Insurance Buyers Digest* and put this effective monthly fire and casualty service to work in building good-will and expanding your business.

Kansas Agents O.K. Manager Plan

Retiring President Gives Thought Provoking Address

Stoskopf Calls for Higher Standards from Agents, Company Cooperation

TOPEKA—The end of the war created a world of new problems for the insurance business, and with the Supreme Court decision that insurance is commerce, has placed the business in perhaps the most critical position in its history, George Stoskopf, retiring president of the Kansas Association of Insurance Agents, said in a thoughtful administration report to the annual meeting here. The insurance is commerce decision placed the insurance people on an uncharted course in connection with supervision and control, he said. The Philadelphia conference in November, 1944, did much to knit a unity essential to the meeting of the many difficulties the Supreme Court decision created, he said. Now agency forces, with the assistance and cooperation of company management must agree upon and secure passage of the proper form and type of state regulatory legislation if the business is not to anticipate complete federal regulation.

Buyer Must Be Considered

Regardless of what form regulation may ultimately take, Mr. Stoskopf said, it must of necessity be such as to make available to insurance buyers broad forms of coverage at reasonable rates not unduly restricted by inflexible or unyielding demands.

Commenting on the Philadelphia conference, Mr. Stoskopf said company executives have yet to demonstrate fully that their high sounding testimonials of counsel, cooperation, and free discussions of all future problems are not mere words which thus far they have failed to resolve into action. Many actions by the companies during the past year have strayed far from the Philadelphia concept, he declared. He strongly urged on the companies and their controlled organizations that they give free consultation, counsel and friendly conference a chance to demonstrate its vitality

(CONTINUED ON PAGE 23)

Group Discussions Are Features of Program

The agent can do much to help the banker get the bank and agent auto plan under way in his local community, Chester Larson, vice-president of the Merchants National Bank of Topeka, said in the forum on the bank-agent auto plan at the convention of the Kansas Association of Insurance Agents. This, with the sales panel and luncheon on education and group study were the most popular features of the meeting.

Dorth Coombs, Wichita, acted as chairman of the bank-agent plan forum. Mr. Larson said the finance companies are not going to be asleep. There will be plenty of competition. The agent should go to his local banker and remind him that he should be a little more liberal in granting financing facilities than he has been in the past.

Banks Must Take More Risk

It is important that bankers take the run of mine financial paper, he said. The dealer has the big advantage with the automobile purchaser, and this is because he makes the deal very easy for the buyer. The whole job should be done in the agent's office in order to compete with the ease with which he can purchase, finance and insure his car in the dealer's office. Unless the banker lets down and accepts more risk than he has in the past, the plan will not get far. If he screens the risks too carefully, there is not going to be much progress.

S. H. Reynolds, Kansas City, Kan., explained what they are doing there with the bank-agent plan. They showed the film to bankers and agents. The agent must work, he said, in order to make the plan effective. Too many of them have a tendency to be lazy, he said. There had been some disappointment in the results achieved in his town. It is hard yet to tell just what progress has been made. Some of the leading bankers are in favor of the idea. He said it was important that all forms be uniform. It is important also for the agent to sell the dealer on the idea of giving up the insurance angle.

Buyer's Convenience Paramount

Agents, Mr. Reynolds said, must concentrate on the interest of the insurance buyer. He must give him service he has not been getting from the finance companies, otherwise it will not be to the buyer's advantage to trade under the new plan. The public has to be educated.

If the prospective automobile purchaser

is not a good insurance risk, Mr. Reynolds pointed out, as a rule he is not a good credit risk either. He urged agents not to press banks to handle paper that the agent himself would not handle.

Mr. Coombs said a dealer in Wichita declared that the agents are trying to cut in on income rightfully belonging to the dealer. Mr. Coombs' reply was that the principal job of the dealer is the sale and care of the automobile and the dealer is not equipped to give insurance service. There is not, Mr. Coombs, believes, any way successfully to soft pedal the fact that the agent and dealer are competing for money formerly going to the dealer. The dealer does not earn the commission, he asserted. Agents and companies should steer repair work to dealers who cooperate with the agents on the plan, he advised.

If the agent tells everyone he can about the plan, he will make it work, Mr. Coombs added. If agents do their job right, they will get the situation to the point where their policies will be accepted.

Among those who participated in this session were Harry Tinklepaugh and Evan Browne of Kansas City.

Luncheon Gathering

A number of valuable suggestions were brought out at the luncheon discussion of education and group study, at which R. L. Budge, St. John, the new president, presided. Education has become one of the prime responsibilities of association work, and the Kansas group has done an excellent job in this respect for several years.

Arthur Lewis of Hutchinson extolled the benefits of the course conducted in Hutchinson in 1943-44. It was very successful, he said. Gilbert Henry of W. K. Stiles & Co., Kansas City, emphasized the need of education for returning veterans. Stress was placed on fire prevention committee work. Evan Browne of Kansas City and Henry J. Weltmer of the "Insurance Magazine" of Kansas City, discussed various phases of the educational problem. Mr. Weltmer, while an agent at Hiawatha, was a driving spirit in the educational program of the Kansas association. He suggested that agents work with the extension division of the University of Kansas to get good results.

E. H. Fikes, farm state agent of Home, said that a new committee has

(CONTINUED ON PAGE 23)

Budge Elected President, Keller Vice-president

Hold Representative and Successful Gathering in Spite of Difficulties

NEW OFFICERS ELECTED

President—Raymond L. Budge, St. John.

Vice-president—Erwin Keller, Topeka.

Secretary—Nesbit C. Fink, Topeka. State national director—Victor G. Henry, Wichita.

By WM. A. SCANLON

TOPEKA—Approximately 285 registered for the annual convention of the Kansas Association of Insurance Agents here. This was not the largest gathering the Kansas association has held, but it was large and representative in view of the difficulty of securing ac-



Geo. Stoskopf



R. L. Budge

commodations, and more than 400 attended the annual banquet.

The convention instructed the executive committee to start the wheels moving in the direction of a secretary-manager for the association. The first step will be a revision in the dues. Dues would be \$1 per \$1,000 of volume on all business except life, with a minimum of \$10 and a maximum of \$500. This was accepted as the basis for proper financing of the needs of the association in view of the plan to retain a secretary-manager when that can be done. Several local boards had met

(CONTINUED ON PAGE 23)

SHEFFER-CUNNINGHAM

ADJUSTERS

WICHITA, KAN.

AUTOMOBILE
CASUALTY

COMPENSATION
MARINE

AVIATION
SURETY AND FIDELITY

New Officers Are Well Equipped

The new president of the Kansas Association of Insurance Agents, R. L. Budge, comes from St. John, a town of 2,000 in south central Kansas, where he has been in insurance since shortly after the last war. He served a two-year term on the executive committee several years ago. He has always taken an active part in fire prevention activities and assisted the mayor of St. John in a survey of fire protection there and backed the purchase of additional fire equipment. He joined the National Fire Protection Association, and made available its publications to the city library for use for the schools.

Erwin Keller, vice-president of the association, is a partner with Glenn D. Hussey in the Hussey Agency, Topeka, which he joined 16 years ago. Previously Mr. Keller had been in the retail sporting goods business in Topeka where he graduated from Washburn University. It was in their college days at Washburn that Mr. Hussey and Mr. Keller became acquainted. Mr. Keller has long been active in many civic enterprises in Topeka, and probably no one there is better or more favorably known. The Kellers' daughter, Mary Lou, only the week before the Kansas convention announced her engagement to be married. Mr. Keller is a past president of the Topeka Board and two years ago was general chairman of the state association convention.

Nesbit C. Fink, new secretary, is a partner with his brother, H. Bernard, in the Fink Brothers Agency in Topeka. The brothers started their agency eight years ago and have developed it into one of the fine ones of the city. Both saw service in the second world war, Nesbit only recently returning from Italy where he was a sergeant in the army. Bernard is a lieutenant in the navy and is still in service. During their absence, Mrs. Nesbit Fink operated the agency, resigning her position as district president of Kappa Alpha Theta sorority to devote full time to the agency.

Field Men Can Help Agents: Mays

W. S. Gibbons, Wichita, state agent of St. Paul F. & M., president Kansas Fire Underwriters Association, presided at a meeting of this organization which was held just prior to the opening of the Kansas agents convention.

Milton W. Mays, New York, director of Business Development Organization, who also appeared on the program of the agents meeting, in addressing it told field men there is serious and very thoughtful work being done by the

Browne Given Ovation for Work as Secretary

Evan H. Browne, Jr., Kansas City, Kan., received quite an ovation after making his report as secretary-treasurer and announcing that he would relinquish his post after 2½ years of service.

Mr. Browne has devoted a great deal of his time and energy in fulfilling the duties of the position, and the agents appreciate the fine service he has rendered. Retiring President George Stoskopf of Baxter Springs paid special tribute to Mr. Browne, who has done much to keep the organization on an even keel and under a lot of steam during a difficult period.



E. H. Browne

insurance fraternity in an effort to work out the many problems confronting the business.

He feels that the greatest usefulness of field clubs is just beginning. He urged the field men always to keep uppermost in their mind, "how can the insurance business function better in the interest of the people?"

He believes the field men can render a great service to the agency men by doing all in their power to help educate the local agent. It will make for better agents and a public better informed on insurance. He pointed out that the agent who is well versed in insurance

is a better agent for the company and the public. He expressed the hope that the field men would take an active part in agents' educational efforts.

Russell N. Colvin, Topeka, state agent of American of Newark, and Wm. F. Ehret, Wichita, state agent in western Kansas of America Fore, made short talks.

Ed. S. Nellis, Topeka, headed the nominating committee, which also consisted of W. T. Newkirk, Independence; B. H. Northcott, Jr., Newton; Charles Schoonover, Jr., Garden City; George Bacon, Eldorado, and Will Harrison, Wichita.

Western Companies Are Hosts at Buffet Supper

The Western Insurance Companies of Fort Scott were hosts at a buffet supper. From the Kansas City, Mo., office there were Gene Allen of the bond department; Preston Doerfler, aviation supervisor, and George Bailey, auditor. The Fort Scott office representatives were W. L. Gench, vice-president; C. C. Otto, vice-president; L. A. Tonnes, assistant secretary; L. E. McClintic, underwriter and H. G. Cosby, special agent.

Announcing

The Western's HOSPITAL AND NURSE EXPENSE POLICY

FOR INDIVIDUALS OR THE ENTIRE FAMILY

A New, Broad Coverage Hospitalization Policy DESIGNED TO MEET TODAY'S NEEDS

PROVIDING—

HOSPITAL ROOM AND BOARD } Up to 90 Days
NURSE SERVICE AT HOME } Each Occurrence

plus ALLOWANCE FOR MISC. HOSPITAL EXPENSE

plus LIBERAL SURGICAL OPERATION FEES

plus MEDICAL CARE UP TO \$3.00 PER DAY
(The last two are optional)

MATERNITY (IN THE FAMILY POLICY)
AND FEMALE DISEASES ARE COVERED

● Low Cost

● Easy To Sell

● Easier To Renew

YOUR INQUIRY WILL BRING FULL DETAILS!



The Western Casualty & Surety Company The Western Fire Insurance Company

Executive Offices
916 Walnut Street
Kansas City 6, Mo.

HOME OFFICE
FORT SCOTT, KANS.

Central Department
A-1924 Insurance Exch.
Chicago 4, Ill.

AUTOMOBILE

INLAND MARINE

BURGLARY

WORKMEN'S COMPENSATION

FIRE AND ALLIED LINES

ACCIDENT AND HEALTH

FIDELITY AND SURETY BONDS

PUBLIC LIABILITY

AIRCRAFT

PLATE GLASS

Kansas Convention Marked by Interesting Sidelights

TOPEKA—The conventions of the Kansas Association of Insurance Agents are pre-eminently gatherings at which much of the value develops for the attenders outside of the formal sessions. Anyone who attends always wants to go back, and usually does, and the spirit of friendliness and helpfulness finds varied expressions off the convention floor. This feeling particularly characterized the first post-war meeting of the group this year.

George Staebler, Jr., Topeka, was general chairman of the convention. He and his associates on the various committees were commended highly for their handling of convention details.

Following the buffet supper the bank-agent auto plan sound film was shown and a safety and fire prevention demonstration was put on by C. M. Kintz, Dallas, and his associate, H. F. Browne. Both men are connected with the U. S. Bureau of Mines.

Calvin Lambert, Emporia, received a mild shock when he was paged in the hotel lobby and told the police were looking for him. Mr. Lambert had his car in a parking lot across the street from the hotel. It was stolen from the lot and the police found it in an alley several blocks away. The police came to notify Mr. Lambert they recovered his car before he knew it had been stolen.

Frank J. Shields, Chicago, marine manager of National Union, well known among the Kansas agents, attended all the sessions this year. Wm. Joyce, Kan-

sas state agent, Topeka, assisted Mr. Shields at National Union headquarters.

The Topeka morning paper was presented to each registrant, compliments of the Fidelity & Deposit and American Bonding.

Robert J. Noble, Wichita, attended the gathering this year in a different role from former years. He is now a local agent, associated with the Wheeler-Kelly-Hagney Agency. For several years he traveled in Kansas as a field man for National Union.

There were 36 contestants in the golf tournament. The prizes were awarded at the buffet supper. Nesbit Fink, Topeka, won the medalist prize with a 77 net score.

The attendance prizes were won by Victor Henry, Wichita; B. J. Elem, Wichita; R. C. Gibson, Baxter Springs, and Fay Fitzpatrick, Salina. The grand prize, a pen and pencil set donated by the Hussey & Hussey general agency, Topeka, was won by Dan Boyette of the Kansas City, Mo., office of Travelers.

The printed program was prepared and distributed by the First Bancredit Corporation.

Among those missed at this year's convention was Frank T. Priest, Wichita, chairman of the conference committee, who was unable to attend.

O. P. Rush, Kansas City, vice-president of Kansas City Fire & Marine, who has been a regular attendant at the annual meetings, was on hand again this year.

Mrs. E. H. Flakes, Topeka, was chairman at a luncheon for the visiting wives. The Topeka Blue Goose Auxiliary members were hostesses. Some 50 women were present. Each was given a small gift.

Glenn Charlton, Lawrence, attended with his son, Bob, who recently was discharged from service. Glenn Charlton is head of the Charlton General Agency and is a former president of the Kansas association. He was on hand for the past presidents' dinner.

Will S. Thompson, Hutchinson, now president of Great American Life and a former president of the Kansas association was present.

W. R. Kirk, Topeka, head of the Kirk General Agency, talked with his host of friends among the Kansas agents at the convention.

Ted Rhodes, Kansas City, Mo., who operates the Midwest General Agency, mingled with the conventioners.

The managers and general agents of the casualty and surety companies with offices in Kansas City, Mo., who have jurisdiction over Kansas business, always are well represented at these meetings and this year was no exception.

Urban C. Brown, Emporia, chairman of the executive committee, presided at the meetings of that committee. He was president of the association in 1944.

J. C. Dulany, Oklahoma City, executive state agent of Sun, who has been present at many of the Kansas gatherings was on hand again this year.

I. R. Cox, Rockford, Ill., manager of the automobile department in western department of American of Newark, was a visitor.

Paul M. Britton, Chicago, assistant manager western department, Fireman's Fund, and his brother, Lee F., who conducts a local agency at Tulsa, Okla., took in the sessions together.

Roy E. Wessendorf, Chicago, assistant superintendent of agencies of Springfield F. & M., mingled with agents at the convention.

The executive committee was very comfortably located in a large connecting suite on the second floor of the Jayhawk Hotel, connecting rooms being occupied by President George Stoskopf and Secretary Evan H. Browne and their wives. Business sessions were running smoothly until it was learned that Gen. Jonathan M. Wainwright, the hero of

Bataan and Corregidor, who was in Topeka Wednesday for a huge reception and parade, was without quarters. The suite was turned over to the general for his personal needs during the few hours he remained before departing for Wichita and then reoccupied by evening and the pre-convention session of the committee continued. It was late Friday before its business was completed.

Arab Temple of the Shrine was holding its fall ceremonial in Topeka on Wednesday which enabled some of the agents to participate. Edwin S. Nellis, Topeka, was assistant rabbi in the ceremonial divan so was tied up with the Shrine most of the evening and missed the past presidents' dinner.

Fred Gould, Arkansas City, grand high quack of the Royal Order of the Purple Duck, the organization of past presidents of the Kansas association, missed the annual dinner Wednesday night. Mrs. Gould and he went on to Kansas City for a visit with their son, T/S James Gould, a member of the official army band which was playing there that night in connection with the bond drive. The band is on a month's tour for the Treasury department. James has been with the band 4½ years, since graduating from the University of Wichita. Their daughter Elizabeth, now Mrs. H. M. Richardson, recently returned from 18 months in the Pacific with the Red Cross.

Wm. F. Ehret, America Fore state agent, Wichita, was late in arriving as his daughter, Virginia, was back in Wichita on leave from the naval air station legal office at Corpus Christi where she has the rank of seaman 1/C with the WAVES. Before joining the service she was associated with the Beezley, Outland & Foote Agency, Wichita.

Charles Schoonover, Jr., of the Bosworth-Schoonover Agency, Garden City, who was awarded the Ross Case Memorial Cup for his fire prevention work, is president of the chamber of commerce in his home town. Not only did he carry on a fine local program but he made two Fire Prevention Week talks in Dodge City for his brother-in-law, Laurin W. Jones, who was the winner of the cup in 1942 and 1943. He had a timely fire safety article in the monthly "News Letter" of the association. In his report, Mr. Schoonover recommended that the Kansas association become a member of the National Fire Protection Association for the benefit of the fire prevention chairman.

Among agents recently returned from service was Cheney N. Prouty of Kansas City, whose wife operated his agency for 27 months until his return Oct. 20. Another was Kenneth Ross of Arkansas City. Mrs. Ross operated their well known agency there. Still another was Nesbit C. Fink of Fink Bros., Topeka, who was named secretary of the state association. Mrs. Fink carried on the agency work as both brothers were in the service and H. Bernard is yet to return. Ted M. Hussey of the Hussey Agency, Topeka, was another only recently returned from the South Pacific, and Sam H. Reynolds' son of Kansas City was another.

Wade Patton, Hutchinson, for many years secretary of the Kansas association, was attending his first meeting in three years. He was recently released from the army air forces where he was responsible for specialized training programs in 14 states. Though he traveled 76,000 miles during the three years, Mr. Patton gained 25 pounds and was looking and feeling fine. His son is still in the Navy.

B. H. Northcott, Jr., headed the Newton delegation as usual. Ben, who is a past president of the Newton Board and largely responsible for getting all public property there fully insured under proper forms, was quite ill two weeks ago but got back on his feet in time to make the meeting.

J. W. Burden, assistant manager, and Paul L. Mann, superintendent of the mill and elevator department of the western department of Hartford Fire at Chicago made the trip to Topeka and attended all the sessions.

Glenn D. Hussey, Topeka, missed the convention. He was on his annual pheasant hunt in South Dakota. His brother, Ted M. Hussey of the Hussey Agency and Equitable of Iowa general agent,

Ten Past Presidents Attend Annual Dinner

At the annual meetings of the Kansas agents there is always a dinner the evening before the opening of the business



HARRY O. TINKLEPAUGH

sessions for the past presidents of the association. This year's affair was attended by 10 men who had been president of the organization.

They were C. G. Blakely, Topeka; Laurin W. Jones, Dodge City; Harry



HOLMES MEADE

O. Tinklepaugh, Kansas City; Glenn E. Charlton, Lawrence; Will S. Thompson, Hutchinson; Alex Case, Marion; Urban Brown, Emporia; George Stoskopf, Baxter Springs; Victor G. Harry, Wichita, and Holmes Meade, Topeka.

Others who attended the dinner were Wade Patton, Hutchinson; Evan Browne, Kansas City; C. E. Funston, Winfield; Raymond L. Budge, St. John; and Erwin Keller, Topeka.

only six weeks ago returned from Saipan where he was a major in the army air forces, and he was much in evidence at the convention.

L. J. Feeney, Chicago, assistant secretary of the America Fore companies, was assisted at convention headquarters by C. W. Bean, state agent for eastern Kansas, Kansas City; William F. Ehret, state agent for western Kansas, Wichita; Merle E. O'Dell, state agent, eastern Kansas, Kansas City, and A. C. Dow, Kansas City, Kansas farm and hail special agent.

LARGE RISKS
IN KANSAS
A SPECIALTY

The
Meade
COMPANY
Insurance
Topeka, Kansas

Holmes Meade Lakin Meade
Joe W. Hull August Wahl
Ray Henry Lloyd Perryman

**CENTRAL KANSAS
ADJUSTING COMPANY**

Wm. H. Moore, Manager
Wheeler Kelly Hagney Bldg.
Wichita, Kansas
Office Phone 4-9369

GENERAL ADJUSTERS
Representing Companies Only

Fire - Windstorm - Hail - Cargo
Inland Marine - Automobile - Aviation
Investigations - Adjustments
Charter Member National Association
of Independent Adjusters

THE CHARLTON GENERAL AGENCY
Established 1861

INSURANCE BLDG.

Lawrence, Kansas

General Agent Kansas and Missouri

Gives
Provok

(CONTIN

for the busin
clared, are wi
The stateme
of the Insura
that commissi
ward, showe
the part of t
statement to
which should
to a joint com
producers for
Stoskopf decla
should have b
licly, if made
author should
cept full and
them.

Such incide
lead to disun
tend to wider
panies and p
of a new area

Should Protec

Any study
question mus
fact that the
the most effi
of insurance,
the commissi
net take hom
time agent w
to maintain t
ance distribut
ard of living.

Mr. Stoskopf
being compla
sue of federal
surance. Mo
believe that
would not att
encroachment
ance. Howe
is not invulne
cessful attack
an easy vehic
their socializi
examples fed
gage insuranc
government in
"Watch you
tions," he sai
petitors tomo

Criticizes Aut

Recently a
plan with rev
for Kansas.
chance to rev
fled? Hardl
fled at the sa
notice and a
chance for di
or recommen
act in non-co
delphia conf
present plan
other faults,
returning vet
of age. If
could be ent

DULA
JOHN
& PR

Central Bu

Gives Thought Provoking Address

(CONTINUED FROM PAGE 20)

for the business. The agents, he declared, are willing and ready.

The statement by E. L. Williams, head of the Insurance Executives Association, that commissions must be revised downward, showed a lack of good faith on the part of the I.E.A., in permitting a statement to be made off the record which should first have been submitted to a joint committee of management and producers for study and conference, Mr. Stoskopf declared. Any such statements should have been made openly and publicly, if made at all, he added, and the author should have been willing to accept full and complete responsibility for them.

Such incidents, he went on, can only lead to disunity and disorganization and tend to widen the breach between companies and producers through creation of a new area of discord.

Should Protect Agency System

Any study made of the commission question must never lose sight of the fact that the agency system, thus far the most efficient means of distribution of insurance, must be amply protected in the commission ratios to the end that the net take home pay of the bonafide full time agent will properly be safeguarded to maintain the present system of insurance distribution and an adequate standard of living.

Mr. Stoskopf warned agents against being complacent about the present issue of federal or state regulation of insurance. Most agents are disposed to believe that the federal government would not attempt nor the public permit encroachment into the field of insurance. However, he said, the business is not invulnerable and is subject to successful attacks by politicians looking for an easy vehicle to accomplish some of their socializing tendencies. He cited as examples federal crop insurance, mortgage insurance, and the extension of the government into other forms of business. "Watch your government corporations," he said, "they may be your competitors tomorrow."

Criticizes Auto Rating

Recently a new auto liability rating plan with revised rates was promulgated for Kansas. Did the producers have a chance to review this plan before it was filed? Hardly, he said, as the plan was filed at the same time agents were given notice and a copy of the filing—no chance for discussion, study, conference or recommendations; another arbitrary act in non-conformance with the Philadelphia conference expression. The present plan of rating, aside from its other faults, is a direct insult to the returning veteran who is under 25 years of age. If to protect his country, he could be entrusted to operate the most

complex weapons of war and drive the largest machines, surely he is not incompetent to drive an automobile and should not be penalized in the cost of his liability insurance, he said. Agents must actively work for the correction of this rating plan, he declared.

Kansas agents should be providing customers the benefits of the new 1943 New York fire policy, and would be, except that because of certain traditions and "precedents" in the business the companies have not seen fit to remove the two words "on demand" from the cancellation clause and file this policy in a form which will be acceptable to the insurance commissioner, Mr. Stoskopf said. If every agent would write his fire companies and demand to know why the policy is not now filed, he believes they would soon get results. The executive committee has been working on this problem for some time, but company organizations have neglected inquiries, even to the point of not answering, and it is high time more drastic endeavors are instigated to achieve the essential benefits to which customers are rightfully entitled.

Insurance is a great profession, he declared. It has a worthy product to sell, a great service to render. Agents must know their product, diagnose properly the needs of customers, prescribe the remedial protection that fully safeguards property and being; and always so conduct their affairs that they can rightfully be termed professional. There are great leaders in the company ranks, he said, and equally notable leadership among producers. The business will continue to develop in public favor as long as every agent operates on professional standards.

Group Discussions Are Popular Program Features

(CONTINUED FROM PAGE 20)

been appointed by the Kansas Fire Underwriters Association to assist the agents' group in educational matters. N. K. Nelson of Great American said much could be done through fire prevention education.

It was brought out that a short course school is being tentatively planned for early next year at the University of Kansas in Lawrence. It was suggested that agents set up schools throughout the state on a zone system.

One of the best received features of the program was the panel on sales ideas which had Milton W. Mays, director of the Business Development Office, New York, as provocateur. Those expressing their opinions or answering questions from the floor included Erwin Keller, Hussey agency, Topeka; Ray H. Priest, state agent of Royal - Liverpool, Topeka, and Gordon Kellner, manager of the Kansas City branch of Aetna Casualty.

A person can know less and make more money in the insurance business than in any other, Mr. Mays said in getting the panel discussion started. However, he said, the agent who knows little seldom makes as much as the informed agent, and the established, well informed agent not only earns more but is entitled to more because of the service he renders. A number of pertinent questions on current problems were asked and answered at the session.

The resolutions committee consisted of Jack Cherry, Pittsburgh; Sam Reynolds, Kansas City; Calvin Lambert, Emporia; J. A. Maronde, Russell; Howard Fullington, Wichita; Earl Hartley, Winfield; Doris Soden, Goodland, and Dick Zimmerman, Liberal.

Budge Elected President, Keller V.P.

(CONTINUED FROM PAGE 20)

prior to the annual convention and had indicated that they favored this idea. Laurin W. Jones of Dodge City, a

in the state in formal and informal discussions for some time.

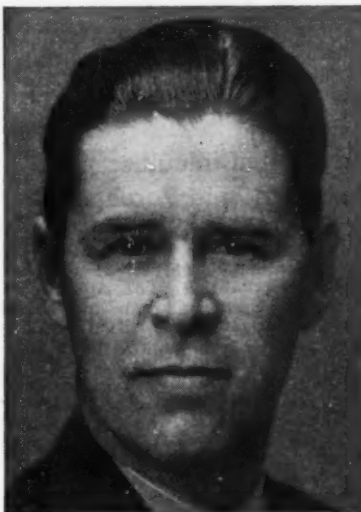
R. L. Budge of St. John was elected president and Erwin Keller of the Hussey Agency, Topeka, vice-president. George Stoskopf of Baxter Springs is the retiring president.

The association adopted a resolution pledging members to assist in every way possible the employment and rehabilitation of returning veterans. Another resolution pledged the association to vigorous support of the bank and agent auto plan of financing and insuring automobile purchases.

The association expressed opposition to the licensing of automobile dealers as insurance agents in another resolution. Agents said they believed that it is not in the best interests of the public to have persons whose principal business interest and training is in a field other than insurance attempting to serve the public in an insurance advisory capacity.

Evan H. Browne of Kansas City, secretary-treasurer, reported that finances are in excellent shape. Membership is now 440, a net gain of 40 members in 2½ years. This was Mr. Browne's swan song, and he received a real ovation for his work the past few years in this post.

The afternoon program opened with a discussion of what the agent and his town should be doing to meet the future problems in connection with the work of a committee for economic develop-



L. W. JONES

past president of the association, presented the proposal for a full time secretary-manager. The project has been the serious consideration of many agents

KANSAS UNDERWRITERS

State and General Agents

KANSAS, OKLAHOMA

and

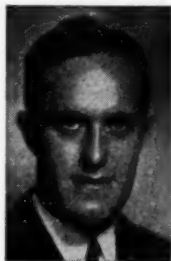
WESTERN MISSOURI

Fire, Casualty and Inland Marine

Over Twenty Years of One-Day Service

Attractive Contracts for Responsible Agents

WICHITA, Kansas



M. W. Mays

Since 1902

DULANEY,
JOHNSTON
& PRIEST

INSURANCE
OF
EVERY DESCRIPTION

Central Building

Phone 3-3211

THE KIRK GENERAL AGENCY

Of Kansas

For Kansans

New England Building — Phone 23793 — Topeka, Kansas

ment, by L. L. Waters, director of the bureau of business research at the University of Kansas.

In a day long post-convention session, the executive committee of the association named Nesbit C. Fink of Fink Brothers Insurance Agency, Topeka, secretary-treasurer succeeding Evan H. Browne, Jr., Kansas City. Mr. Browne had served three years, taking over when Wade Patton of Hutchinson resigned to join the army air forces.

OTHER OFFICERS

Victor G. Henry, Wichita, was re-named state national director. Mr. Henry served as a member of the executive committee of the national association last year and has served two years as president of the Kansas association. Edwin S. Nellis, Topeka, a past president of the association, was named alternate state national director.

New Members Executive Committee

George Stoskopf, Baxter Springs, was named chairman of the executive committee. To succeed retiring members of this committee, (Urban C. Brown, Emporia; C. E. Funston, Winfield, and Laurin W. Jones, Dodge City) the following new members were named: Evan H. Browne, Jr., Kansas City, retiring secretary; J. A. Maronde, Russell, and Chas. Schoonover, Jr., Garden City.

Mr. Schoonover was chairman of the fire prevention committee during the past year and at the convention was awarded the Ross Case Memorial Cup for his fire prevention efforts. Hold-over member of the executive committee is Jack G. Cherry, Pittsburg.

Wichita was selected for the 1946 convention city and was awarded the Frank T. Priest Cup for the local board contributing the most to its local community during the year.

Committee Appointments

Committee appointments were completed before adjournment. Chairmen named are: Accident prevention and safety education, L. B. Brown of Brown, Ginzle & Co., Wichita; rural agents, George F. Bacon, Eldorado; conference, Edwin S. Nellis, Topeka; legislative, Glenn D. Hussey, Topeka; grievance, Chas. K. Foote, Beezley, Outland & Foote, Wichita; fire prevention, Charles Schoonover, Bosworth-Schoonover, Garden City; educational, Marjorie Wilson, Meade Co., Topeka; public relations, Dorth Coombs, Anderson - Coombs, Wichita; and membership, Erwin Keller, Hussey Insurance Agency, Topeka.

The educational committee was asked to complete plans for a short course especially for the benefit of returned war veterans to be held at the University of Kansas shortly after the first of the year in cooperation with the extension department of the university. This will be a resumption of short courses started before the war, two of which were held during the summers in successive years.

An organization meeting of the new executive committee is expected around the first of the year upon call of Chairman Stoskopf, but no definite date was set.

Annual Dance

The annual dance which followed the closing banquet meeting Thursday night on the roof of the Jayhawk Hotel was a lively affair and well attended. The banquet speaker, Dr. Kenneth McFarland, Topeka superintendent of schools, gave an interesting and thought provoking address which was followed closely by the more than 400 in attendance. David Neiswanger, well known Topeka agent and civic leader, introduced the speaker.

Retiring President Stoskopf was presented with a purse with which to purchase a Weston light meter when available. Photography is his hobby. Retiring Secretary Browne, who recently lost his wrist watch, was given a purse adequate to purchase a fine new watch.

Urban C. Brown of Emporia made the presentation of the Frank T. Priest Cup to the Wichita Board and Kenneth Ross of Arkansas City presented the Ross Case Memorial Cup to Charles Schoonover.

Among the guests at the speakers' table were Chas. F. Hobbs, commissioner of insurance; Mayor Frank Warren, Wm. Turrentine, secretary to Governor Schoeppel; and Don Seltsam, president of the Topeka Board, who was banquet chairman. About half of those in attendance were ladies.

Play Tells Difficulties of Automobile Purchaser

One of the most entertaining features of the convention was the skit put on by Wichita agents at the buffet supper, Wednesday, entitled "The Agent's Dilemma, A Spectacular Mellow Drammer," a one-act play, written by Max Staley, John Engstrom, Jr., and William Piper, all of Wichita.

In an amusing way the scene portrayed the difficulties of a prospective automobile purchaser who asks the dealer to permit purchase of insurance on the car from a local agent, and the local agent insisting upon the buyer borrowing from the banker the sum needed to purchase the car.

Dorth Coombs, Wichita, managed the play. Those who acted the different parts were: Ray Mann, John Engstrom, Jr., Max Staley, Joe Moddrell and Nixie Kinswatter.

Successful Luncheon Staged by Insurance Women

The insurance women's luncheon at which the Topeka Insurance Women were hostesses, was attended by 80. Eleanor Stolp was chairman, assisted by Margaret Lodge.

Milton W. Mays, New York, director of the Business Development Office, spoke briefly to the ladies. He said in the last 10 years the women in insurance have accomplished much. He thinks the insurance women's organization is a good thing for the business and that the ladies are doing good work on public relations. He said a better informed woman means much to the business.

Many Locker Plants Built

There are now more and more locker plants being established in all sections. Even the villages have locker plants where customers can store meats, vegetables, etc. These lockers are readily insured and offer to agents an addition to their premium income. Some are quite expensive, especially in towns of some size. People that have used these lockers are big boosters for them.

Awards Presented

At the rural agents' breakfast, George Bacon of Eldorado presided. Charles Schoonover, Garden City; R. L. Budge, St. John, and A. C. Dow, farm state agent of America Fore, Kansas City, spoke. Mr. Dow discussed farm rates and forms.

C. E. Funston, Winfield, was in charge of the auditing committee, aided by Cleo Poling, Goodland, and Don A. Felt-sam, Topeka.

In the award of the Priest cup, Urban C. Brown of Emporia was assisted by George Scheurter, Madison, and Amy Hall, Independence.

The Ross Case Memorial cup was awarded to a selection made by Kenneth Ross, Arkansas City, chairman and Murray Gilkerson, Eldorado and Raymond Mann, Wichita.

The convention committee chairmen, all from Topeka, did a good job. George Staebler was general chairman; registration was handled by Erwin Keller; special arrangements, Edwin S. Nellis; attendance, W. L. Hamilton; golf and prizes, Victor Blakely; buffet supper, J. M. Briler, Jr.; banquet, Don Seltsam; convention hall, Jack Ingenthron; insurance women, Eleanor Stolp; visiting wives, Mrs. E. H. Fikes; past presidents' dinner, Harry Tinklepaugh, and registration envelopes, Byron Ward.

Upholds Negligence Suit Against Accountants

In a suit charging negligence on the part of a public accountant in preparation of a statement for income tax, the Missouri supreme court reversed a lower court dismissal of the action and remanded the case.

In this case, Rassieur vs. Charles et al, the plaintiff Rassieur sought \$15,000 damages for alleged negligence of the public accountant firm in preparing and auditing books and statements made in connection with income tax returns for 1940.

The petition alleged that in November, 1940, the accountants falsely represented to her that she had realized a taxable profit from sale of shares of North American Co. stock and advised her that under the income tax laws she had the right to sell other securities at a loss during 1940 to offset such profits.

She charged also that the accountants represented that making the sales of other securities at a loss would reduce her income tax liability, and that as a result of such sales she received for the stocks an amount less than they originally cost. The petition charged that the accountants instead of correctly recording the proper cost to plaintiff of the North American stock recorded it at less than its proper cost which made it appear that she had realized a taxable gain when in fact she had sustained a capital loss. The plaintiff also charged that by selling the securities in 1940 she was deprived of her right to offset in any subsequent year any losses which might be sustained by her in the sale of that stock. She first learned that North American stock was sold at a gain instead of a loss Nov. 1, 1941. She claims that she is entitled to recover this difference between the 1940 sale price and the Nov. 1, 1941, market value.

The court pointed out that the firm of accountants did not seriously contend that the petition failed to show negligence in preparing the statement on which the plaintiff acted in selling her stock, nor did the firm contend that it would not be liable for damages caused by their negligence. It did argue, how-

ever, that the petition failed to state a cause of action and the plaintiff was not damaged by sale of these securities if they were sold for their full value at the time she sold them; that their value a year later is immaterial; that nominal damages cannot be recovered in a case of this kind, and that the sale of the securities in 1940 was not the proximate cause of the plaintiff's situation in November, 1941.

The court stated that it did not understand the plaintiff to claim that she was entitled to recover the difference between the sale price of her stocks and their original cost. It is obvious that for the same reason a sale at an unfavorable time and for an unfavorable price as the result of the firm's negligence could result in injury and damage, and that the measure of damages should be the difference between the sale price and the cost of restoring plaintiff to her original position, the court said. The court thus applied the so-called New York rule as set forth in Baker vs. Drake, 53 New York 211, a case involving a broker and the sale of customer's stock, to a sale caused by negligence. The court reasoned, therefore, that the petition did state facts from which actual damages to the plaintiff could be found.

The court held that the plaintiff was entitled to recover the difference between the sales price of her stocks and the cost of replacing them within a reasonable time after the expiration of a 30-day period. The plaintiff was not entitled to recover the cost of replacing her stocks at November, 1941 value because she knew when the stocks were sold, she sold them to get a benefit on her tax return, and under the tax law was permitted to repurchase the same stock after 30 days without affecting her right of offset. If she desired to own the stocks, either as investments or for a possible increase in price, she could have done so after 30 days. Thus, the court said, the sales she made as a result of the accountant's alleged negligence in no way affected the replacement of her holdings after 30 days.

The court held as "far too speculative" the claim for damages by the plaintiff because of loss of future rights to take offsets against prospective capital gains of some later year. This would depend on plaintiff having a future capital gain and selling when she had it, on the stocks sold remaining at the same market value, on income tax laws and all interpretations thereof remaining exactly the same, etc.

Predicts Worst Accident Winter in History

SEATTLE—The worst automobile accident winter in history will be experienced this year, Chief H. W. Algeo of the Washington state patrol predicts. The ending of gasoline rationing means more cars on the road, most of them about eight years old, and more miles to be traveled per car during the dangerous snow and ice months. Even in normal years, Chief Algeo said, winter is always the peak season for accidents. The wintertime traffic accident death rates increases from 24 to 53% in the 36 snow-belt states.

Virginia Hearing Nov. 27

RICHMOND—Nov. 27 has been set as the date for a hearing before the Virginia corporation commission on the new automobile casualty rates. The commission said that while most of the proposed revisions and changes effect reductions in rates certain proposals would result in increases. For this reason the commission temporarily voiced disapproval of the changes pending a hearing.

Dempsey Has Own Office

Thomas F. Dempsey, a member of the Maryland house of delegates, and attorney, has left Adjustment Service, Inc., Baltimore, to establish his own law practice, specializing in insurance cases there.

The book every A. & H. man should have—"Planned Salesmanship," by Cousins. \$3 from The National Under-

Five
for

PROV...
of the ave...
during th...
was not...
but to se...
costs and...
public, w...
old autom...
had a war...
tected w...
Dreher, a...
manager...
ed out b...
ciation of...
meeting l...
Even v...
the sale...
rapidly a...
asserted...
placement...
to 1944...
dwellings...
arriving...
that allow...
ductions...
small inc...
every ag...
methods...
do some

Have Mo

Postwa...
lighted b...
36 millio...
money to...
ily. A U...
vey indic...
be spent...
homes an...
for new f...
appliances...
Return...
one-twelf...
make up...
prospects...
he said, y...
own cust...
premium

A five...
by Mr. I...
take adv...
tunities...
the comp...
ple to b...
qualities...
accounts...
nique to...
back it u...
tising."

Study Ag

In disc...
said that...
has its ov...
in which...
opportun...
where th...
from whi...
portion...
from whi...
ness wit...
other sect...
"Study...
tinuously...
ing it in...
insurance...
that agen...
for merch...
bits, cons...
tee and th...
be alert...
when vac...
when per...
of new p...
and who...
what they...
"Conce

POINTERS FOR LOCAL AGENTS

Five-Point Plan Presented for Increasing Sales

PROVIDENCE—While the business of the average agent reached a new high during the war, most of that increase was not due to superior salesmanship, but to scarcity and rising replacement costs and self-selling on the part of the public, who suddenly realized that their old automobiles, homes and furnishings had a war-time value that should be protected with insurance, Raymond C. Dreher, advertising and sales promotion manager Boston and Old Colony, pointed out before the Rhode Island Association of Insurance Agents' annual meeting here.

Even with this push from the public the sale of insurance did not rise as rapidly as it should have, Mr. Dreher asserted, pointing to the 40% rise in replacement costs for dwellings from 1940 to 1944, while stock fire premiums on dwellings increased less than 7%. In arriving at this figure, Mr. Dreher said that allowances were made for rate reductions in some states. "This very small increase," he said, "should make every agent who believes his selling methods and service are above reproach do some serious thinking."

Have Money to Spend

Postwar sales possibilities are highlighted by the fact that almost all of the 36 million families in the U. S. have money to spend—over \$2,800 per family. A U. S. Chamber of Commerce survey indicates that nearly \$20 billions will be spent for new automobiles, new homes and improvements for the home, for new furnishings and major household appliances.

Returned veterans will represent over one-twelfth of the population and will make up the bulk of the new insurance prospects. The average agent, however, he said, will not need to go beyond his own customers to get the increase in premium income he wants.

A five point program was suggested by Mr. Dreher for agents who wish to take advantage of present sales opportunities. "Study your territory; find out the compelling reasons that induce people to buy insurance; learn the plus qualities of your agency, analyze your accounts and change your selling technique to meet today's conditions and back it up with the right type of advertising."

Study Agency's Territory

In discussing the agent's territory, he said that every business, large or small, has its own sphere of influence, the area in which it can operate with the best opportunity for success. It is the area where the agent is best known, the area from which he is taking out the greater portion of his business, and the area from which he can take out more business with less effort than from any other section.

"Study this area carefully and continuously," he urged. "Only by knowing it intimately can you unloose its insurance potentials." He suggested that agents check with local newspapers for merchandising facts and buying habits, consult state development committee and the local chambers of commerce, be alert to changes in the area, know when vacant stores are to be tenanted, when permits indicate the construction of new property, when families move, and who the returned veterans are and what they plan to do.

"Concentrating your selling efforts

in this area makes sense," Mr. Dreher declared. "You're not making long jumps between calls. You see more people in less time." Concentrating on a definite area doesn't mean that the agent will soon reach the saturation point as there are constant changes.

The average family today spends about \$45 for cigarettes and \$36 for silk stockings a year. "It will willingly spend \$81 a year for pleasure and satisfaction, but it hasn't been convinced that it should spend at least the same amount for peace of mind and security," Mr. Dreher said. "This is a direct challenge to every insurance agent."

Know Why They Buy

"If you knew the basic reasons why your customers are buying insurance, you would be able to use those same reasons to sell more insurance to more people of like circumstances and reactions with little effort and in less time," he emphasized.

To find out these reasons, Mr. Dreher urged agents to conduct a market analysis by preparing a questionnaire which lists questions on buying habits, reasons for buying insurance, interest in some forms of insurance and reasons for lack of interest in others, knowledge of insurance in general, and opinions about and suggestions on advertising and selling methods. This questionnaire should be used as a guide in all interviews to get true results.

Calling on 5% of one's customer list should be sufficient in getting answers to the questionnaire. The agent will profit from every interview, he said. "You will find that the great percentage of replies will be quite similar. Reasons why will be repeated. These will be the compelling reasons. Act on them and the ease with which you will make new sales will astonish you. Instead of selling prospects, you will be helping them to buy."

Analyze Service Offered

The instant an agency puts its finger on "what it has peculiar to itself" that wins and holds customers, its sales and advertising problems become clear. "If you were a business man who had just moved his plant to your community where would you buy your insurance? From your agency? Or from one of the other good agencies? When you get back to your office write down the answer to that question—and the reasons. If your agency is the winner, feature the reasons why in your personal selling and in your advertising."

Agents should study their service and ways to improve it, by interviewing customers to find out why they placed their business with the agency. They should call on lost customers and find their reasons for moving to another agency and talk over the agency's problems with field men as well as study successful agencies. "Then outline a logical presentation that gives your agency character, that proves that all agency service is not the same, that will convince prospects that your agency has something of greater value to offer insurance buyers," he pointed out.

Study Profitable Customer

It pays to analyze the business on one's books to determine what classes of insurance buyers are responsible for the greater share of the total business at the lowest cost per sale, and then to

concentrate prospecting efforts on those selected groups and on those prospects that show definite signs of attaining their characteristics.

Selling methods will have to be revamped to meet postwar conditions, Mr. Dreher asserted. "While there will be a real need for insurance and money to pay for it, this does not necessarily mean that more money will be spent for insurance," he warned. "The wants of the public are many and in excess of their income. Competition for the public's dollar will be keen. You will have to compete not only with other agents, but with other businesses and services. This means that you must convince people that they need insurance more than they want some other product or service."

He suggested that the agent take his cue from the definition of the words "want" and "need." "A want is something that is desired; a need is the lack of something essential. Wants are purchased on emotions; needs on cold, unadulterated logic. The prospect has to think, and the average man will not think about something until it appeals to his self-interest and his emotions. So, adopt the one-two system of selling. First, appeal to the prospect's emotions, his self-interest. Then give him the facts that will help him make a right decision. Present your facts in clear, simple language, always remembering that man wants things he understands, that your description of a policy must be free from technical language. Such a clear presentation, based on your knowledge of why people buy and should buy from you, will ring the bell."

Mr. Dreher urged agents to invest more money in advertising. Direct-mail is the most effective medium for the agent since it is less expensive and because it reaches only the people the agents want to reach. He suggested monthly blotters or a postal card house organ, letters on new coverage, appreciation letters to build goodwill, and welcome home letters to returning veterans. Newspaper advertising, if an agency's budget allows, will add effectiveness to direct mail.

Show How A. & H. Salesmen Can Improve Production

KANSAS CITY—How accident and health salesmen can improve their production through better selection of risks, building greater prestige with clients and prospects, use of the telephone, systematizing their work by keeping fuller records and taking advantage of unusual prospecting opportunities was brought out at the sales congress conducted by the Kansas City Association of Accident & Health Underwriters.

The program was under the direction of Marion F. Houston, Washington National, and consisted of five 20-minute talks, four of them by Kansas City men. S. A. Meacham, Federal Life, president of the association, opened the meeting and then turned it over to Mr. Houston.

Ralph E. Weaverling, director of field service of Business Men's Assurance, speaking from the standpoint of a claim man of 25 years' experience, discussed "The Agent's Part in Underwriting as it Affects His Future Prestige and Business." He cited numerous examples where the agent had failed to accomplish a good job in choosing his clientele and the reaction to this type of prospecting and underwriting.

He told some of the points to keep in mind along this line and urged the

agent to strive for a better class of policyholders.

In taking up the public relations value of prestige building, James M. Belwood, Connecticut General Life, said it is necessary to create in the prospect's or policyholder's mind the belief "that we know our business, that we know what is best for him and that after we give it to him we will see that it performs exactly as we told him it would perform."

"An agent may possibly get by once, without sincerity, without dependability and without interest in his client. But we are far more interested in securing a continuous prestige with him, for the simple reason that renewal commissions will be worth far more to us than first commission."

He outlined a number of points in the selling process that should help bring about this result.

Bayless on Telephone Approach

L. Tuller Bayless, Pacific Mutual Life, in presenting the value of the "Telephone Approach," gave a humorous recital of the difficulties encountered in securing an interview in the office of a popular obstetrician, a dentist and a busy merchant, and told how he solved this problem by writing a letter to these particular prospects and then using the telephone to get an appointment, at a time most convenient to them. Good sales were made in each case. In some case he said this procedure may eliminate competition, although the agent may not be aware of it at the time.

L. B. Clark, manager of Monarch Life, offered "A Sure Way to Increase Your Income." He listed as the main essential that the agent take an inventory of his activities and his investment, keeping a record that will enable him to know just exactly where he is going, what he is doing and why he is doing it. He presented a statistical review of just what efficiency and proper planning will do.

Herman Wasserman, B.M.A., St. Joseph, Mo., told of his prospecting methods in securing 130 applications for accident and health business and \$157,000 of life insurance in the first six months of 1945. When a new army airport was established in St. Joseph, Mr. Wasserman concentrated on the newly arrived officers and their wives, offering assistance in getting a place to live, a mechanic for the new arrival's car, a physician or dentist, and even a baby sitter. Incidentally, he mentioned that some of the women and girls who are engaging in that line of activity are making pretty good money out of it and shouldn't be overlooked as prospects. He knew by the officer's rank what he made and about what he could afford in the way of insurance.

He started out with a hospitalization plan and worked up to an educational policy for his child and an endowment for himself to supplement his government insurance. He continues to get letters from these men all over the country, since the field has been inactivated, asking him to cover them for hospital and surgical benefits immediately upon their discharge from the army.

Since the air field has been closed, Mr. Wasserman has been contacting young women who have just taken their first job or have recently had an advancement.

U. S. F. & G. Los Angeles School

LOS ANGELES—A school is being conducted by the U. S. F. & G. for new agents from southern California, outside Los Angeles, with about 35 in attendance. Officials of the local branch are the instructors.

EDITORIAL COMMENT

There Ought to Be a Law

An insurance man who is a veteran of conventions and luncheons thinks there ought to be a law against speeches longer than 18 minutes. He holds out for 18 minutes but might settle for 22. He arranged for speeches for an organization a year or two and knows how treacherous "round figures" are. Told "20 minutes," a speaker often went ahead and without any consideration for the audience gave his talk in his own way and time. But a speaker remembered an 18 minute admonition, or one for 13 or 23 minutes, and tried to fit his material to it.

Our observer has yet to hear a talk the contents of which cannot be delivered in 18 or 22 minutes, and in 99% of the cases it is better at that length than at 25, 35 or 65 minutes. It is infinitely better for the audience, who can

absorb ideas and information rapidly up to 20 minutes or so and then either wants to talk about it or walk around its collective chair. In a long session, such as at conventions, two 18 minute talks each followed by a discussion of like duration, and the pair succeeded by a good long recess, would be something meeting attenders dream about and would still permit as many speakers to appear. Perhaps this discussion should extend to readers, who might like shorter editorials and news stories.

Speakers do a lot of work and thinking, most of them, in preparing a speech. They deserve credit for stimulating the thought and standards of their hearers. They deserve all the attention they can get. However, perhaps if they were a little shorter, their audiences would last a little longer.

Keep It Close to Home

Proponents of the Wagner-Murray-Dingell bill regard themselves as liberals and label opponents of the measure as reactionaries. Yet the effort to secure greater centralization by placing unemployment compensation altogether in federal hands and by setting up for administration from Washington medical care for 110 million people is "a movement of the most reactionary character."

So, M. A. Linton, president of Provident Mutual Life, terms portions of the present social security measure. He is an outstanding authority on social security and an advocate of changes that will iron out injustices in the present system and make it more useful to the people.

Were Washington to succeed in its attempts to retain control of state employment offices after "borrowing" them for the war only, to acquire complete control of unemployment compensation, and to set up and govern medical and hospital care for nine-tenths of the people, it is doubtful if any federal administration could be successfully dislodged. It would be impossible to determine local needs with any accuracy or justice, and recipients would feel little or no

responsibility to a center so far removed.

It is comparatively simple to determine that a person is 65 and is therefore entitled to old age and survivors insurance benefits. It is putting too much of a burden on human nature, no matter what the system, to decide from Washington who in Sikeston, Mo., is entitled to unemployment compensation, or who in Walla Walla, Wash., should receive medical and hospital care. One can be determined by the simple fact of age, but the other involves judgment, opinion, prejudice, and political ambition. It would be extremely dangerous to provide 110 million people with hospital and medical care at all, and wherever judgment is involved as to any sort of benefit under social security it should be decided close to home where there is some responsibility.

To place in Washington great power is dangerous and reactionary. The American social and political system would quickly go to seed. America is the product of an effort to get away from concentration of power, which starts by making a lot of promises and ends up by demanding a lot of performance with little in return.

Merry-Go-Round for Executives

The Consolidated Edison Company of New York, one of the country's major public utilities, has an interesting plan of switching its executives around so as to give them an over-all familiarity with the company's operations. Whether or not this idea lends itself to insurance company operations is something for

management to determine, but it calls attention to the need for the grounding in all phases of a company's work that is likely to be overlooked in the tendency toward specialization in which a man becomes an authority in a particular field.

As described at the American Man-

agement Association's recent management conference, the Consolidated Edison plan, known informally as the "merry-go-round," does a thorough job of familiarizing the executive with the work of the department which he takes over. One executive holds several jobs over a period of about two years in the case of men in the \$10,000 to \$15,000 salary group while for the less highly paid junior executive the circuit may take as long as five years.

There are necessarily practical limits to the plan. A man without technical training cannot be transferred to a technical department. Elsewhere, however, the lend-leased executive makes out very well. He gets help both from his superiors and from his subordinates in handling new responsibilities. Subordinates have shown themselves very cooperative and not at all resentful of the inexperienced supervision.

This would seem to be a very sensible reaction, particularly for those willing to take the long range view. If

there is any feature of any corporation's operations that is discouraging it is the knowledge that some other department is pulling in the opposite direction largely because its head does not understand the problems of the other departments and tends to operate his unit as if it were an independent entity and not part of a smoothly coordinated team.

Consolidated Edison embarked on its "merry-go-round" program because it realized that while its present top management grew up with the company most of its other executives had been engaged for special functions and had had little opportunity to learn about the rest of the company. One aim of the "merry-go-round" plan is to provide a pool from which executives for future top jobs can be drawn. Since today's junior and senior executives are the company presidents of the future, it is especially desirable that they have more than a superficial grasp of the company's entire operations.

PERSONAL SIDE OF THE BUSINESS

J. C. Hiestand, secretary of Ohio Farmers, was awarded the silver antelope for distinguished service to boyhood at the annual meeting of region 4 of the Boy Scouts at Cincinnati. The citation observes that he has had a profound influence upon all boys who have been associated with him.

Fred H. Johnson of the Rankin, Johnson, Dexter & Co. agency, Columbus, has been chosen chairman of the Republican state executive committee in Ohio. He also is interested in the Rankin & Rankin agencies of Newark and Zanesville.

William J. Bunce, president of Macomber & Co. of New York, the fine arts underwriters, has returned from a visit of several days to Chicago. He made his headquarters there with the office of W. H. McGee & Co.

James E. Sheehan of Minneapolis, special agent for Hartford Fire, writes to say that in the story in the Nov. 8 edition recalling men now prominent in business who starred in the old Chicago Insurance Baseball League, the name of **H. C. Van Deine** was omitted. He was known as Lefty Van Deine and played with London & Lancashire and later with Dubuque F. & M. He is now state agent for Royal-Liverpool in Minneapolis.

Mr. Sheehan played with Hartford Fire in 1920. He said he recalls the first game that was played at the Chicago avenue playgrounds. In that game Mr. Sheehan played third, short, second and first and wound up pitching. The game ended in a tie as the time on the ground ran out and the teams had to make way for the next game.

Charles H. Belknap, head examiner of the New York city underwriting department at the home office, has completed 50 years of service with National Fire.

Frank D. Carr of Des Moines, state agent of Springfield F. & M. in eastern

Iowa, will celebrate his 80th birthday Dec. 2. He has been with the company 35 years. He is very active, alert and always on the job and maintains a fresh outlook with the increasing years. He is very close to the agents in his territory and their families.

Margaret Harding Cecil, daughter of John C. Harding, western manager of the Springfield F. & M., is now retiring as a Wave, having been in the service for three years and eight months. She has the rank of lieutenant and was about to be promoted to lieutenant commander. Recently she has been located at Portland, Ore. Mrs. Cecil is a partner in a ladies' dress goods shop in Evanston, Ill., where she resided, but will probably dispose of that, as she intends to enter the ranching business in the far west. She has made an outstanding record in her war work.

E. Richard Chamberlin, vice-president of the Policyholders Service & Adjustment Co. of Detroit, who has been in insurance fire prevention work for about 30 years, is retiring from active business to enjoy his farm in northern Michigan. Mr. Chamberlin was formerly connected with the Michigan Inspection Bureau and the Royal group before going with Policyholders Service & Adjustment Co.

DEATHS

Daniel C. Flatley, 50, local agent and city treasurer of Chilton, Wis., died at his home from a heart attack.

Cecil E. Anderson, 74, Los Angeles broker, died at his home in Glendale, Cal.

Bryan Bell, 67, head of the insurance firm of Bell & Eaves, New Orleans, died there. He had been inactive since January, 1943, when he suffered a heart at-

tack. M
ness an
preside
Exchan
sociatio
New O
and we
ness an
in 1918.

H. F.
marin
Los An
from a
charge
ment fo
with Gr

John
the Ha
Wichita
& Bank
pital fol
had ren
until his
the inst
more th
1893. I
was Ste
dissolved
late J. H
of Farm
sons, Jo
head of
and pres
of Comm
merly w
preside
Wichita.

J. He
with the
Co., Kan
in charg
died ther
was at o
sas City

George
ciated w
the early
Topeka
years ag
Agency,
in his au
tate deal
apparent
the Bailo
sale of th

Winthr
of the I
York Cit
York Cit
eratings,
in April
the New
Spectator
years as
weeks af
tion of s
on the ad
of throat
Mr. Ha
vard. Fo
in Europe
staff of th
edition o
Tribune.

Walter
in Evan
ing an ill
a membe
low & D
past presi
Club. H
business r
He starte
rick, Auc
chief cler
he joined
which su
Gielow an
ley 15 year
terest in
especially
Neighbor
terian Ch
president
Chicago.

J. Rich
Agency A
died there

George
the Brain
O., died t
W. N.
rain, O., l



THE NATIONAL UNDERWRITER

PUBLISHED EVERY THURSDAY

Published by THE NATIONAL UNDERWRITER CO., Chicago, Cincinnati, New York.

PUBLICATION OFFICE, 175 W. Jackson Blvd., CHICAGO 4, ILL. Telephone Wabash 2704.

EDITORIAL DEPT.: C. M. Cartwright, Editor. Levering Cartwright, Managing Editor. News Editors: F. A. Post, C. D. Spencer. Associate Editors: D. R. Schilling, J. C. O'Connor, Kenneth Force.

BUSINESS DEPT.: Howard J. Burrridge, President. Louis H. Martin, Vice-President and Secretary. John Z. Herschede, Treasurer.

BRANCH OFFICES IN KEY CITIES

ATLANTA 3, GA.—560 Trust Co. of Ga. Bldg., Tel. Walnut 5867. Ernest E. Heas, Resident Manager.

BOSTON 16, MASS.—944 Park Square Bldg., Tel. Hubbard 8696. Ralph E. Richman, Vice-President.

CHICAGO 4, ILL.—175 W. Jackson Blvd., Tel. Wabash 2704. O. E. Schwartz, W. A. Scanlon, and A. S. Cutler, Associate Managers. L. N. Yellowlees, Advertising Manager.

CINCINNATI 2, OHIO—420 E. Fourth St. Tel. Parkway 2140. Abner Thorp, Jr., Vice-President. George C. Roeding, Associate Manager. George E. Wohlgenuth, News Editor.

DALLAS 1, TEXAS—802 Wilson Bldg., Tel. Central 5833. Fred B. Humphrey, Resident Manager.

DES MOINES 12, IOWA—3333 Grand Ave., Tel. 7-4677. R. J. Chapman, Resident Manager.

DETROIT 20, MICH.—1015 Transportation Bldg., Tel. Randolph 3994. A. J. Edwards, Resident Manager.

MINNEAPOLIS 2, MINN.—503 Northwestern Bank Bldg., Tel. Bridgeport 7838. R. W. Landstrom, Resident Manager.

NEW YORK 7, N. Y.—89 John St., Room 1103. Tel. Beekman 3-3958. Editorial Dept.—R. B. Mitchell, Eastern Editor; Dorothy B. Paul,

Editorial Assistant. Business Dept.—N. V. Paul, Vice-Pres.; J. T. Curtin and W. J. Smyth, Resident Managers.

PHILADELPHIA 9, PA.—123 S. Broad Street, Room 1127. Tel. Pennypacker 3706. E. H. Fredrikson, Resident Mgr.

SAN FRANCISCO 4, CAL.—507-8-9 Flatiron Bldg., Tel. EXbrook 3054. F. W. Bland, Pacific Coast Manager. Miss A. V. Bowyer, Pacific Coast Editor.

tack. Mr. Bell was prominent in business and civic affairs. He served as president of the New Orleans Insurance Exchange and of the New Orleans Association of Commerce. He went to New Orleans in 1911 from California and went into the cotton seed oil business and entered the insurance business in 1918.

H. F. Hammond, 48, manager of the marine department of Hartford Fire in Los Angeles, died suddenly at his home from a heart attack. He had been in charge of the Hartford marine department for 15 years and before that was with Great American.

John H. Burns, Sr., 85, president of the Harris, Burns & Co. agency of Wichita and vice-president of Farmers & Bankers Life, died in a Wichita hospital following an extended illness. He had remained active in business circles until his last illness. He had been in the insurance business in Wichita for more than 50 years, locating there in 1893. In the early days the firm name was Stewart & Burns until it was dissolved in 1916, his partner being the late J. H. Stewart, who was also an officer of Farmers & Bankers Life. One of his sons, John H. Burns, Jr., is now active head of the Harris, Burns & Co. agency and president of the Wichita Chamber of Commerce. Robert L. Burns, formerly with the agency, now is vice-president of the First National Bank of Wichita.

J. Henry Johnson, 70, associated with the James B. Welch Realty & Loan Co., Kansas City, for more than 30 years in charge of its insurance department, died there following a heart attack. He was at one time president of the Kansas City Insurance Agents Association.

George L. Bailey, 48, formerly associated with his father, Luther Bailey, in the early-day Bailey Brothers agency at Topeka, which was purchased some years ago by the Hussey Insurance Agency, died unexpectedly while sitting in his automobile discussing a real estate deal with a client. He had been in apparent good health. He had headed the Bailey Development Co. following sale of the agency.

Winthrop A. Hamlin, 54, sales editor of the Insurance Field, died in New York City. A familiar figure at New York City and national insurance gatherings, Mr. Hamlin joined the Field in April of 1943 as associate editor in the New York office, going from the Spectator where he served for eight years as assistant editor. Within a few weeks after his promotion to the position of sales editor he was hospitalized on the advice of his physician. He died of throat cancer.

Mr. Hamlin was an alumnus of Harvard. For 10 years he lived and worked in Europe as a member of the editorial staff of the Paris Herald, the European edition of the New York Herald Tribune.

Walter C. Gielow, 65, Evanston, died in Evanston Hospital Monday, following an illness of about 60 days. He was a member of the firm of Cloidt, Gielow & Dudley, Chicago agency, and a past president of the Chicago Kiwanis Club. He had been in the insurance business more than 40 years in Chicago. He started out with the agency of Herrick, Auerbach & Vastine, becoming chief clerk. Shortly after the last war he joined the Frank X. Cloidt agency, which subsequently became Cloidt & Gielow and then Cloidt, Gielow & Dudley 15 years ago. He took an active interest in civic organizations. He was especially interested in the Erie Chapel Neighborhood House of the Presbyterian Church. At his death he was president of the Presbyterian Union of Chicago.

J. Richard German, owner of the Agency Adjustment Co. at Baltimore, died there suddenly. He was 39.

George H. Brain, 80, vice president of the Brain-Wagner agency, Springfield, O., died there.

W. N. Little, 79, for 40 years a Lorain, O., local agent and former head of



--- SURE LUCKY I HAD ACCIDENT INSURANCE, DARLING. OUR HONEYMOON WON'T COST US A CENT.

the Lorain Chamber of Commerce, died there after a long illness. His son, Rowe G., was a partner in the business.

Albert J. Eggleston, 73, in the insurance business in East Toledo, O., for 40 years, died suddenly.

Lt. Ward Kane, 21, son of Thomas L. Kane, president of the Spectator Company, was killed in the crash of a B-30 bomber of which he was the pilot. The plane was being used for spraying DDT on one of the islands of the Marianas group when a motor gave out. The six other members of the crew also were killed.

U. S. Book on Insurance

WASHINGTON—The war department states that included among a hundred or more occupational briefs being published to aid servicemen in post-war adjustment, will be one entitled "The Insurance Salesman," expected to appear early in December. This brief will be obtainable from the superintendent of documents.

Offers Dog Mortality and Hospital Cover

Mutual Commerce Casualty of Kansas City has aroused considerable interest in its dog mortality and hospitalization policy. Dogs between ages of 1 and 7 are insured with death benefits up to \$500 at a 10% rate and hospitalization benefits of \$2 a day up to a maximum of 16 days a year for a \$10 premium.

The idea of such insurance was originated by Dr. I. J. Twiehaus, Kansas City veterinarian, and he and eight other Kansas City veterinarians are under contract to Mutual Commerce Casualty to examine dogs to be insured and to conduct any necessary post mortems. Dogs are examined as to blood count and heart condition and for parasites or any defects.

It is required that they must either have been vaccinated for distemper or have recovered from it before being approved.

Hammer Sole Survivor of Male Secretaries

In days gone by many of the old western departments of fire companies in Chicago employed male stenographers. The managers and assistant managers would employ a young man who knew shorthand and make him secretary. Thus he got an admirable training by coming in contact with his employer and also by enjoying the privilege of taking his letters and thus getting into the business in a worthwhile way. At one time, for example, Continental employed only men stenographers in its western department. These men were trained for higher positions, either in the office or field. Out of that Continental office went some men who later on became factors in the business. It was regarded as an excellent training school, and as young men got to the stage where they were promoted, others were brought in and thus the school was kept in session all the time. Now one seldom sees a male stenographer. Louis N. Hammer, secretary to C. W. Ohlsen, western manager of Sun, is the only one so far as is known in Chicago. He went with Marsh, Ullmann & Co., now Marsh & McLennan, in 1900 as a stenographer and connected with Sun in 1909. He is a very capable man.

List Heater Safety Rules

A warning against negligent use of kerosene heaters was issued in "Review," publication of Cravens, Dargan & Co., of Houston. Reporting current deaths caused by fires started by overturned or carelessly used heaters, the magazine lists the following precautions: inspection and cleaning each fall, frequent cleaning, removal of inflammable articles from vicinity of heater, placement where it is not exposed to passing persons who could knock it over, filling when unlighted, provision for ventilation to prevent fumes gathering, constant supervision when heater is lighted, and carrying the heater only when it is unlighted.

Isadore Cohn, for more than 20 years one of the big producers for the Dallas local agency of I. Reinhardt & Son, was shot and killed by his son-in-law, Norman Lavine. Lavine also killed his estranged wife and himself.

THE PHOENIX-CONNECTICUT GROUP of Fire Insurance Companies



The Phoenix
Insurance Company, Hartford, Conn.
1854

The Connecticut
Fire Insurance Co., Hartford, Conn.
1850

FOUITABLE
Fire & Marine Insurance Company
Providence, R.I.
1859

ATLANTIC FIRE INSURANCE CO.
Raleigh, North Carolina

THE CENTRAL STATES FIRE INS. CO.
Wichita, Kansas

GREAT EASTERN FIRE INSURANCE CO.
White Plains, N. Y.

MINNEAPOLIS F. & M. INSURANCE CO.
Minneapolis, Minn.

RELIANCE INS. CO. OF CANADA
Montreal, Canada



HARTFORD
30 Trinity Street

CHICAGO
Insurance Exchange

NEW YORK
110 William Street

SAN FRANCISCO
220 Montgomery Street

MONTREAL
485 McGill Street



All Forms of Fire and
Property Insurance including
Ocean and Inland Marine
Country-wide Brokerage Service

TIME TRIED & FIRE TESTED

Iowa Agents in Successful Meeting

Thompson Calls for Local, State and National Activity

National Executive Committeeman Tells of Work at Iowa Rally

DAVENPORT—In his talk before the Iowa Association of Insurance Agents here, R. A. Thompson, Minneapolis, newly elected member of the executive committee of the National Association of Insurance Agents, said that present conditions make it absolutely essential that the agents have a spokesman in New York and in Washington who can speak by delegated authority. All other important trade groups need and have such spokesmen and this condition in no way infringes upon the ultimate authority of the state association and to their membership.



R. A. Thompson

Agents associations must operate at the local, state and national levels, Mr. Thompson emphasized. State governments have more power and authority than ever before, while the taxing power and administrative authority of the federal government, spurred on by the national debt, make it play a more important part in personal and business life than at any previous time.

Pooling of Information

Pointing out that this year's program of the National association calls for stimulation of local board activity and development of membership and prestige at the local board level, Mr. Thompson said that what has been accomplished in one state can be of great value to another. One of the most important jobs of the National association is to maintain contact between the agent in the field and the offices in New York and Washington. It is extremely important that information be exchanged between state associations and local boards and he strongly recommended that officers and committee members of state associations visit other associations, particularly at meeting times.

Up to Agents

After reviewing a number of activities of the National association and the material which it furnishes to local boards and state associations, Mr. Thompson said that he personally believes that the success of the bank-agent automobile insurance plan is up to the individual agents and particularly up to active local board sponsorship. He said it provides many opportunities for building local good will and appreciation from the public, from business men and from banks.

Past President R. S. Andrews, Sioux City, was chairman of the nominating committee, which included E. L. Lane, Independence; B. C. Hopkins, Des Moines; William Whipple, Cedar Rapids, and A. R. Melrose, Charles City.

The resolutions committee consisted of A. W. Hansen, Clinton, Emil Elling, Garner, and P. C. Baughman, Fort Madison.

Buyer Tells Requirements In Selection of Insurers

Calls for Honesty and Intelligent Service from Agents; Makes Big Hit

DAVENPORT—W. B. McIlhinney, Moline, insurance buyer for the Moline Consumer Co., made a decided hit at the luncheon session of the Iowa Association of Insurance Agents here, with frank comments on what an agent should do for his client. He interspersed his talk with a number of incidents of good and bad agency service in his own company's insurance experience.

Emphasizing that it is the duty of an agent to sell quality carriers, Mr. McIlhinney said that his standard of acceptance of a company is that it must have the highest rating on loss paying and character of management, be licensed and doing business in at least 10 states, have operated continuously for at least 15 years, have assets of at least \$3 million, surplus of at least \$750,000, an average loss ratio over the past five years of not more than 50%, average expense ratio during the same period of not more than 45% and not have a large percentage of assets invested in common stocks.

Buyer Needs Help

The average client, Mr. McIlhinney said, does not know much about insurance and it is important for the agent to be honest with him. Even men who have the responsibility for buying insurance, such as himself, are not exclusively or primarily concerned with insurance. Most of them had insurance supervision thrust upon them and have had to learn their smattering of insurance knowledge the hard way. Non-concurrences, he said, are particularly hard for a buyer to perceive or understand, and an agent should be particularly careful about this. The same is true of coinsurance, which makes it obligatory for a conscientious agent to check values closely and regularly. The buyer likes to see or hear from his agent regularly, even if there is no premium to be collected at the moment.

Mr. McIlhinney said that it is particularly irritating for a buyer to receive a renewal policy through the mail a short time before expiration, with a bill, without an order for renewal and with no

personal contact and no attempt to check values and coverage. An agent should let clients know of new developments in insurance and of any opportunities to broaden coverages. He should also check regularly for changes in the client's risk.

As an example of good agency service, Mr. McIlhinney said that his company had carried a contractor's equipment floater for several years. About two years ago, an agent, on a service call, asked about their equipment and suggested they add their mix-in-transit concrete equipment to this coverage. Just recently, a mixer sustained serious damage while being towed and this loss would not have been covered had it not been for this service.

On the debit side, Mr. McIlhinney said that his firm has carried teams liability insurance. Recently it lent a team to an organization for a parade. The band struck up suddenly and frightened a horse, which reared up and endangered some spectators. An employee of the company, who was watching the parade, grabbed the horse and was seriously injured. The insurance company denied liability, claiming that the employee was under compensation, although he was not working at the time and although the policy did not cover use of the team outside the insured's business. The matter is now in suit and Mr. McIlhinney said his company will fight it to the last and is convinced there would have been no difficulty had the injured party been a prominent citizen of Moline. No more business is being accepted from that carrier and the agent who wrote it also came in for Mr. McIlhinney's ire. He said that the agent wrote once to the company about the claim and then lost interest completely.

Mr. McIlhinney also said that every agent owes a duty to say a good word about his client, where justified. Every large corporation is occasionally subject to rumors and the speaker said there have been too many cases where agents who drew premiums from a company have helped spread these stories. He also said that too many agents think only of increasing premiums and never suggest procedures which will reduce rates or recommend reductions in insurance where conditions justify them. An agent who gives in this manner will get it back with interest in future business, he assured his audience.

Boeye Calls for Increased Dues

DAVENPORT—In his report as president of the Iowa Association of Insurance Agents, John A. Boeye, Webster City, said that more income will be necessary to support the association's secretary-manager plan and to meet the eventually increased National Association obligations brought about by the public relations program. This increase, he said, should come from the larger agencies.

While 75 agents have paid more than the minimum \$10 dues, only seven paid \$25 or more. Mr. Boeye pointed out that many



J. A. Boeye

agents are receiving more in counter-signature fees than they pay in dues.

Legislative results were disappointing, Mr. Boeye said. The committee, headed by Vice-president H. C. Burleson, Cedar Rapids, and consisting of S. D. Butters, Des Moines; Thomas Bannister, Des Moines; R. E. McCauley, Atlantic; A. M. Davis, Sioux City, and Harvey Langes, Dubuque, prepared an agents' qualification bill, but could not find support for it, so did not push it. Mr. Boeye said that the Iowa Insurance Federation should have been the sponsor, but refused. The bill, he said, was reasonable and in the public interest and would not have legislated any agent out of business.

Need Rating Law

Mr. Boeye said that a rate law and a bill establishing the 1943 New York standard fire policy were introduced, but failed to pass and "no one seems to know just why." Because of public law 15, he said it is almost mandatory that a reasonable rating law be passed at the next session.

Burleson Is President, Jester Vice-president

Plan to Build Membership and Then Secure Secretary-Manager

NEW OFFICERS ELECTED

President—H. C. Burleson, Cedar Rapids.

Vice-president—P. E. Jester, Des Moines.

Secretary-treasurer—J. S. Cutter, Shennandoah.

State National Director—C. D. Friday, Osceola.

Alternate State National Director—L. E. Morse, Council Bluffs.

Executive Committee—W. C. Brunk, Ottumwa; H. E. Vaughan, Waterloo; Emil Elling, Garner.

By JAMES C. O'CONNOR

DAVENPORT—Howard C. Burleson, Cedar Rapids, was elected president of the Iowa Association of Insurance Agents at the close of the one day meeting held here on short notice. He succeeds John A. Boeye, Webster City.

Philip E. Jester of Des Moines, one of the leaders in the educational movement, was elected vice-president and is in line to succeed Mr. Burleson next year. The Iowa association took an unusual step in filling the office of state national director. C. D. Friday, past president, has filled this post admirably and the members unanimously wished to retain him, but the duties have been so severe a strain on Mr. Friday that he asked for relief. The dilemma was solved by retaining him, but electing an alternate state national director, who can attend meetings of the National association in his place if necessary, with full authority to act for the Iowa association. Leon E. Morse, Council Bluffs, also a past president, who was elected alternate, also has the full confidence of the association and was a popular choice.

The Iowa association is working toward a full time secretary and hopes to achieve this in another year or so. The officers and executive committee believe, however, that it is better policy first to build membership to a higher point before undertaking this responsibility. In his acceptance speech, President-elect Burleson said that the National association has promised the Iowa body all cooperation possible during the coming year to raise both the number of

(CONTINUED ON LAST PAGE)

Ask State to Legalize Agents' Organizations

DAVENPORT—The Iowa Association of Insurance Agents at the close of its convention here adopted a resolution urging that the state pass a law specifically legalizing the activities of agents and brokers' organization. The proposed law follows the recommendation of W. H. Bennett, general counsel National Association of Insurance Agents and was the subject of a resolution at the national meeting in Chicago last month.

Other resolutions opposed the licensing of automobile dealers as agents and urged members to assist returning veterans in every way possible.

Insurance Invited Rule

DAVENPORT, insurance vestor," Iowa A here war invite fed widspread surance b mission r are passe

Mr. Ke drive two at the sam gles of th ain state companies bringing taxes imp panies do declared a stitution a state com

Inconsistent

Pointing states that taxation b public int the right as much seems inev ington wi taxes are ness is re for purely versely, w tives are tion of reg

Mr. Ken means cer the consti it did und latory pow

Both Sides

On the Kenney sa less public talks across panies on other. Bot fault. The agents ind willing to particularly the other too willing far out of and have r legislation, rush" to dealers and signature

As to Kenney sa little or no leave stock way to me will inevita mission rat to assume for continu der compet however, th to a contin

Mayor A who welcom ance man, Mutual of known Dav duced in a commission

Talks on I

Robt. Di Mid-Eastern the proper and operati information Baltimore C election of the Dec. 6 special pro dents of the

Insurance May Be Inviting Federal Rule, Kenney Warns

DAVENPORT—Roger Kenney, Boston, insurance editor "United States Investor," in a forthright talk before the Iowa Association of Insurance Agents here warned that the contradictory attitude of many insurance executives may invite federal supervision and predicted widespread adoption of participating insurance by stock companies, with commission reductions, if rigid rating laws are passed.

Mr. Kenney used the term "trying to drive two horses in different directions at the same time" to describe the struggles of the insurance fraternity to maintain state regulation, while insurance companies, particularly life carriers, are bringing suits which ask that premium taxes imposing higher burdens on companies domiciled outside of the state be declared repugnant to the federal constitution as an undue burden on interstate commerce.

Inconsistent Position

Pointing out that the McCarran law states that the "continued regulation and taxation by the several states is in the public interest," Mr. Kenney said that the right to tax was emphasized just as much as the right to regulate. It seems inevitable that someone in Washington will conclude that, as far as taxes are concerned, the insurance business is ready to accept federal control for purely selfish reasons—and, conversely, will assume that the same motives are dictating its pleas for retention of regulatory power by the states.

Mr. Kenney also said that it is by no means certain that Congress ever had the constitutional power to delegate, as it did under the McCarran law, regulatory power to the states.

Both Sides at Fault

On the subject of commissions, Mr. Kenney said that the time has come for less public debate and more straight talks across the board with the companies on one side and agents on the other. Both sides, he said, have been at fault. The companies have appointed agents indiscriminately and have been willing to pay excessive commissions, particularly in excepted territory. On the other hand, agents have been all too willing to accept excess commissions far out of line with service rendered and have relied too much on protective legislation, citing particularly the "mad rush" to prevent licensing automobile dealers and the agitation for counter-signature laws.

As to participating insurance, Mr. Kenney said that rigid rating laws, with little or no provision for deviation, will leave stock companies with no other way to meet mutual competition. This will inevitably mean reductions in commission rates, as the agent will have to assume his share of responsibility for continued payment of dividends under competitive conditions. It may be, however, that the dividend will be geared to a contingent commissions, he added.

Mayor A. R. Kroppach of Davenport, who welcomed the meeting, is an insurance man, resident adjuster for Iowa Mutual of Des Moines. Julius Junge, well known Davenport agent, was also introduced in another capacity, city park commissioner.

Talks on Fraudulent Claims

Robt. Dick, regional manager of the Mid-Eastern Index Bureau, discussed the proper method of reporting claims and operation of the fraudulent claims information service at a meeting of the Baltimore Claim Men's Association. The election of new officers will be held at the Dec. 6 meeting, and there will be a special program honoring past presidents of the association.

Banker Reviews Advantages of Bank-Agent Plan

DAVENPORT—The bank-agent automobile finance plan is simple and ethical, free of holdbacks, kickbacks, reserves and the like, H. B. Weaver, president and manager of the Morris Plan Co. here, told the Iowa Association of Insurance Agents in the session devoted to the plan.

After explaining the details of the plan, Mr. Weaver pointed out that its great appeal lies in that the car buyer gets a check for the unpaid balance on his automobile and the agent gets a check for the full insurance premium. The bank assumes the whole financing transaction and the dealer is out of the picture once the car is delivered.

Advantage of Bank Plan

Dealing with a bank should appeal to most car buyers, Mr. Weaver said. A particularly important point is that many buyers get into a position where they wish to pay off the balance before maturity. Any bank, he said, will allow credit on all unearned interest in such a case, and the agent's local bank will give him a table from which this can be computed. The practice of finance companies varies considerably and many a purchaser has had a sour experience on this point. Mr. Weaver urged that agents stress this point to prospects, as no one can tell when he might wish to pay off a balance.

The war years gave the automobile physical damage coverages back to the local agents, but whether they will keep them depends on how hard they work to sell the bank agent plan, Mr. Weaver emphasized. It can be done, as evidenced by the experience of the late R. B. Umberger of the Industrial National Bank of Chicago, who made a sensational record in the face of the strongest finance company competition of all time.

Mr. Weaver also stressed the sale of liability insurance, pointing out that any bank will gladly include the premium for this in the amount to be financed. He said that laws are making this a necessity and will become even stronger and failure to push this coverage will be an open invitation to dealers to add this to their list.

Personal Notes from Davenport

As has been the case with most of the state associations this fall, the Iowa Association of Insurance Agents was compelled to stage its annual meeting on short notice and under difficulties. President Boeye reported that it was not scheduled until Sept. 23 and thanked the Davenport Association of Insurance Agents and the convention bureau of the Davenport Chamber of Commerce for their cooperation in making the meeting possible. While the combination of short notice, current conditions, bad weather on Monday and a location at one end of the state hampered attendance, the turnout was regarded as highly satisfactory. Registrants were scattered among the Blackhawk, Davenport and Mississippi Hotels.

At the opening session, tribute was paid to the late John Hynes, Davenport, past president and prominent leader of the Iowa association. B. C. Hopkins, Des Moines, prepared a memorial to him, which was read by Secretary John S. Cutter, who added a personal tribute of his own.

A. T. Moyer, Philadelphia, secretary of North America, was the company executive farthest from his home office.

The shortage of rooms and travel conditions kept company executives from appearing in large numbers and eliminated the traditional elaborate company headquarters. Practically all companies, however, were represented by

field men and branch managers and hospitality was dispensed in smaller and inconspicuous quarters.

The crowd was slim at the opening session, with the executives dinner the previous evening bearing the brunt of unofficial blame. By noon however there was a good crowd for the luncheon session and the meeting room was well filled for the afternoon session.

L. J. Feeney, Chicago, secretary American Fore group, represented the western department of his company.

W. P. Hankinson, Des Moines, state agent National Fire, brought greetings from the Iowa field men.

R. B. Mittelbushner, agency superintendent Security of Davenport, was on hand. Inability to secure accommodations of any reasonable sort kept the company from furnishing entertainment it had planned on as host.

There were eight past presidents in attendance: B. B. Hobbs, Keokuk; S. T. Morrison, Iowa City; C. E. Ford, Des Moines; C. A. Ruhl, Davenport; B. C. Hopkins, Des Moines; H. C. Brown, Mason City; R. S. Andrews, Sioux City; and C. D. Friday, Osceola, the immediate past president. Messrs. Hobbs, Ford and

Hopkins are charter members of the Iowa association, which was founded in 1906.

The Two Hartfords had the largest western department representation. Assistant Manager James McHugh and Agency Superintendent Hugh Donnan were on hand for Hartford Fire, while Hartford Accident was represented by J. W. Reitze, assistant manager; C. N. Dubach, manager production department, and P. J. Girard, manager burglary department, all from Chicago.

Herbert Vaughan, Waterloo, newly elected member of the executive committee, is a son of J. R. Vaughan, who was president of the Iowa association in 1926 and 1927.

O'Connor on Indiana Card

James C. O'Connor, editor of the "Fire, Casualty & Surety Bulletins" and associate editor of THE NATIONAL UNDERWRITER, will talk on "The Road Ahead" at the Indiana agents' meeting. At the conclusion of his address he will conduct an open forum on various forms of coverages and sales problems.

TWENTY-STATE COVERAGE

"For a Good Insurance Buy—Buy Hawkeye!"

1500 live-wire Agents working through the home office and branches in Denver, Kansas City, Springfield, Illinois, Grand Rapids and Omaha, Nebr., are serving an ever increasing list of satisfied policyholders.

HAWKEYE CASUALTY COMPANY DES MOINES, IOWA

J. A. Slater

H. H. Warner

H. A. Peterson

H. G. Zimmerman

L. E. ELLIS & CO.

GENERAL AGENTS

SECURITIES BLDG.

DES MOINES, IOWA

Established 1865

La MAIR & MULOCK, Inc.

DES MOINES

601 Old Colony Building

IOWA

HARTFORD FIRE INSURANCE COMPANY

Citizens Insurance Company

Hartford Accident & Indemnity Co.

Hartford Live Stock Insurance Company

Roy S. Ingham

T. R. McDonald

S. T. McInerney

W. M. Hanifon

Chas. D. Wherry

R. J. Mudge

A. C. Horak

S. C. Wilmore

K. L. Lilla

L. Radcliffe

R. E. Mowen

Russell Smith, Jr.

700 Old Colony Building

Des Moines, Iowa

THE HOME FLEET

E. H. Davis
A. N. Beim
Art E. Holm
L. J. WherryC. S. Cathcart
Earl Van Steenberg
Martin E. Aegerter
Wm. D. GehringerE. J. Monahan
L. M. Thompson
E. W. Brockmann
Glenn L. TidrickWm. N. Sage
Dave H. Sage
G. R. Whaley
W. J. Matthes12th Floor, Des Moines Building, Des Moines, Iowa
200 Main Street, Keokuk, Iowa

The Hopkins Agency

B. C. Hopkins
B. W. Hopkins
W. V. Hopkins

215 Securities Building

Des Moines, Iowa

EMPLOYERS REINSURANCE CORPORATION

J. B. ROBERTSON—PRESIDENT

BEFORE THE YEAR-END, re-examination of Reinsurance programs by Casualty and Surety executives will be timely. In any such analysis, they are reminded that the unusual and flexible service of the *EMPLOYERS* can be of utmost value in their program, *both* for the immediate future and over the long pull. Our Regional offices are at your instant command, to collaborate in any phase of your planning.

KANSAS CITY

NEW YORK
CHICAGO
SAN FRANCISCO
LOS ANGELES

Conn
Secre
Annu

Davi
N.A.I.
to Su

NE
Presid
Haven.
Vice-p
Meriden
Secret
Dodd, W
State
Bailey, C
Honor
Cowles,
ford.
Region
P. Smith
New Hav
dletown:
ic: Wil
Arthur
Alvord,
Ridgefiel

By
HARTF
society of
annual meet
employ a
the curre
pointed ou
retary had
large men
which has
the chang



W. H. V.

expected in
public law
secretary
boards.
David A
president,
National a
member o
presidency
tion, his g
ation's first
The mee
during the
than 125 r
noon busin
W. H. V
his admini
Commission
ing the pa
Connecticut
importance
bership, sta
nation stro
the C.I.O.
are by show
front to the
J. B. Ba
Underwrit
(CON)

Conn. Adopts Paid Secretary Plan at Annual Meeting

David North, Former N.A.I.A. President, Elected to Succeed Wiley

NEW OFFICERS ELECTED

President — David A. North, New Haven.
Vice-president—A. J. Gastriano, Meriden.
Secretary-Treasurer — William J. Dodd, Waterbury.
State National Director — Henry L. Bailey, Groton.
Honorary Vice-presidents — E. L. Cowles, Jr., and W. H. Wiley, Hartford.
Regional Vice-presidents — Laurence P. Smith, New London; Louis A. Johns, New Haven; William W. Lawson, Middletown; Frank M. Lincoln, Willimantic; William A. Wintner, Bridgeport; Arthur A. Watson, Hartford; Fletcher Alvord, Winsted; Arthur J. Carnall, Ridgefield.

By JOHN BURRIDGE

HARTFORD—The Connecticut Association of Insurance Agents at its annual meeting here last week, voted to employ a full time paid secretary during the current administration. It was pointed out that the need for a paid secretary had become imperative due to the large membership of the association, which has reached almost 600, and to the changes in the business which are



W. H. Wiley



David A. North

expected in the future, especially under public law 15. Financing of the new secretary will be through the local boards.

David A. North, the newly elected president, is a former president of the National association. He is the fourth member of his family to assume the presidency of the Connecticut association, his grandfather being the association's first president.

The meeting was short, lasting only during the afternoon and evening. More than 125 members attended the afternoon business session.

W. H. Wiley, retiring president, in his administration report, commended Commissioner Allyn for his aid in easing the part-time agent's problem in Connecticut. He also emphasized the importance of strong action for membership, stating that in the present situation strong pressure groups such as the C.I.O. are accomplishing what they are by showing a determined and united front to their employers.

J. B. Barbour, 2nd, Aero Insurance Underwriters, spoke on aviation insurance.

(CONTINUED ON PAGE 39)

Mass. Compulsory Rates to Revert to 1941 Basis

BOSTON—Commissioner Harrington of Massachusetts returned to his pre-war 1941 basis of rate making in preparing tentative compulsory automobile liability insurance rates for 1946, which have just been announced. While most of the car owners in the state will pay about 26% more than they did in the limited driving years of 1943-45, the net result of the application of the tentative schedule for 1946 will mean that the companies will receive some \$3,000,000 less in premiums than they did in 1941.

The commissioner has abandoned the plan of rating by car classification of "light, medium and heavy" cars and also the ration card basis used in recent years. As a result all cars in any city or town will pay the same compulsory coverage rate. Last year's holders of A cards face a very heavy increase, in Boston amounting to \$20.60, while B card holders will pay \$9.80 more, with C card holders given a reduction of 90 cents from 1945 rates. However, all these car owners get a \$6.30 reduction from the pre-war 1941 rate.

Chelsea continues to have the highest rate for 1946, \$56 as compared with \$69.80 in 1941.

Commissioner Harrington, referring to the current study of estimated operating mileage to determine whether Massachusetts should join 36 other states in lowering rates on the basis of limited driving, said the survey had not proceeded far enough to warrant establishing such classifications for next year.

Rates on trucks are substantially reduced from the 1945 war schedule, some as much as \$10.

A hearing on the tentative schedule will be held at the department Nov. 20 at 10 a.m.

Kan. Challenges Auto Rate Setup; Calls Hearing Nov. 26

TOPEKA—Commissioner Hobbs of Kansas has called a hearing for Nov. 26 on the new automobile casualty rates. He challenges the new program on several scores. He objects to the fact that an earlier effective date was established for new business than for renewals; he questions the territorial classification and he calls on the companies to justify the A-1, A and B setup.

Col. Pfeiffer, in charge of army recruiting in Los Angeles, gave the Casualty Insurance Adjusters Association of Southern California some facts about Japan and its people, and presented a moving picture of Japanese scenes.

Safebreaker Sued to Recover Burglary Loss

MINNEAPOLIS, MINN.—

Great American Indemnity is suing a convicted safecracker to recover the amount it paid out to cover damage the yeggman did to the property of one of its assured.

Great American reimbursed the Foot Lumber & Coal Co. in the amount of \$211 to cover the latter's loss when Frank Pipan broke into the lumber office, took \$142 in cash from the safe and damaged the safe in the amount of \$51 and other property in the amount of \$18.

Pipan is now serving a 15-year prison sentence.

Insurance Law Program Ready

Session at Cincinnati
Dec. 16-19 Has Imposing
List of Speakers

The program has been virtually completed for the annual meeting of the insurance section of the American Bar Association at the Hotel Gibson in Cincinnati Dec. 16-19. Henry S. Moser, of the Chicago law firm of Sonnenschein, Benson, Lautmann, Levinson & Morse and general counsel of Allstate, is chairman of the section this year.



H. S. Moser

The council of the section will hold its meeting Sunday, Dec. 16, and the general sessions will get under way Monday afternoon with Mr. Moser presiding. Walter Dressel, Ohio superintendent of insurance will welcome attorneys and Mr. Moser will respond. John F. Handy, Springfield, Mass., will report for the administration; Grover Middlebrooks, Atlanta, for the membership committee, and Lionel P. Kristeller, Newark, for the publications committee.

Dineen to Give Address

Robert E. Dineen, insurance superintendent of New York, will give an address Monday afternoon. "Death or Injury in Battle as Due to Accident or Accidental Means" will be discussed by Ernest Woodward, Louisville, and "Evidence of Insurability Satisfactory to the Company" by J. Roth Crabbe, Columbus, former Ohio superintendent and now counsel for Ohio Farm Bureau companies.

The reports of general committees will start Monday and be completed Wednesday afternoon. They include, with their chairmen: Automobile, Harry W. Raymond, Chicago; aviation, W. Percy McDonald, Memphis; casualty, E. W. Sawyer, attorney for the National Bureau of Casualty & Surety Underwriters; fire, John S. Foster, Newark; life insurance, Harry T. Poore, Knoxville, Tenn.; fidelity and surety, Frank M. Coburn, Toledo; health and accident, Oscar D. Brundage, Dallas; marine and inland marine, George E. Beechwood, Philadelphia; insurance law practice and procedure, John B. Martin, Philadelphia; regulation of insurance companies, Franklin J. Marryott, Liberty Mutual, Boston; workmen's compensation and employers liability, Clarence W. Heyl, Peoria; insurance affairs of members of the armed forces, Mark E. Archer, Empire Life & Accident, Indianapolis.

Tuesday Is Full Session

Kenneth R. Thompson, Duncan & Mount, Lloyds attorneys, New York, will open the Tuesday morning meeting with a discussion of workmen's compensation and aviation insurance law; Claris Adams, president of Ohio State Life, Columbus, will give an address; George W. Orr, U. S. Aviation Underwriters, New York, will review "New Trends in Aviation Law"; Raymond A. Smith, Council Bluffs, Ia., "Liability Beyond Policy Limits"; Chase M. Smith, Lumbermen's Mutual Casualty, "Pending Federal Aviation Insurance Legislation in Congress"; Andrew W. Parnell, Appleton, Wis., "Comprehensive Coverage"; John W. Fletcher, New York, "Liability of Bailee and His Insurers," and Dr. Sumner L. Koch, Chicago,

Mutual Casualty Group Discusses Sales Problems

Buehler Elected Chairman at Two-Day Chicago Meeting

P. E. Buehler, Columbus, sales manager of Beacon Mutual Indemnity, was elected chairman of the automotive and casualty section of the National Association of Mutual Insurance Companies at the meeting of that group in Chicago last week. L. M. Dunathan, Shelby, O., assistant secretary Shelby Mutual Casualty, was elected vice-chairman and H. L. Wittwer, Madison, secretary Farmers Mutual Automobile, the outgoing chairman, was chosen a director of the National association. W. C. Searl, Lansing, secretary of Auto Owners, was elected a director of the section for a three-year term and I. J. Maurer, Madison, treasurer Farmers Mutual Automobile, was chosen for a one-year term, replacing Mr. Dunathan.

The section held a two-day session devoted to sales and production, with an excellent turnout and featuring animated informal discussions on virtually every subject raised by the speakers.

Urges Stronger Unit

In his annual report, Mr. Wittwer pointed out that the automotive and casualty section is the youngest group in the association and is growing rapidly. He said that the section needs more autonomy, particularly more freedom in legislative activity, and urged the members to work for this. C. T. Coats, Indianapolis, acting secretary, reported that the section now has 25 member companies, most of whom were represented at the meeting.

Automobile insurance was naturally a prominent topic on the program, due to the large proportion it represents of the business of many of the member companies and also because of recent financial responsibility laws in a number of states in which these companies are either domiciled or write a large business. Mr. Maurer gave a provocative talk on sales, selection and service and G. F. Alcott, Bloomington, State Farm Mutual, discussed the bank-agent

(CONTINUED ON PAGE 39)

"Treatment of Open Wounds."

Tuesday afternoon "Esculatory Provisions vs. Lessor's Negligence" will be treated by Carl C. Jones, Concord, N. H.; "A Program Under Public Law 15," E. W. Sawyer; "Permanent Disability as Proper Subject of Declaratory Judgment Action," Howard L. Smith, Tulsa; "Is a Uniform Statute on Insurable Interest Re Life Policies Desirable," Richard H. Hollenberg, Philadelphia; "Inventory Shortages—Fidelity Bonds and Insurance," George C. Bunge, Chicago; "Developments in Casualty Insurance," John S. Hamilton, Jr., New York, and "Commercial Frustration as a Defense in Contract Cases," Clarence B. Runkle, Los Angeles.

Prof. Ralph H. Blanchard of Columbia University will discuss "The Lawyer and Insurance" to open the Wednesday afternoon meeting. W. C. Ropiequet, St. Louis, will deal with "Street Accidents Compensable under Workmen's Compensation Acts."

Tells of Dealers' Reactions to Bank-Agent Auto Plans

In his discussion on the bank-agent automobile finance plan before the automotive and casualty section of the National Association of Mutual Insurance Companies of Chicago last week, G. F. Alcott, Bloomington, State Farm Mutual, aroused much interest among his audience with his description of the attack of the automobile dealers in Dallas on the plan. The Dallas Insurance Agents Association had done considerable advertising in cooperation with the major banks of that city, and the Dallas dealers answered with some full-page advertising, referring to the "rights" of dealers to handle insurance and threatening reprisals against both the banks and the insurance agents.

One of the largest dealers in Dallas, however, Mr. Alcott said, resigned from the association because of this, and Mr. Alcott read a letter from him confirming this stand and stating that in his opinion an automobile dealer had no business getting into financing or insurance.

Not All Dealers For It

Mr. Alcott used this and other illustrations to point out that in his opinion the interest of the automobile dealer in financing and insurance is often exaggerated. He said that the dealer is primarily in business to sell cars, that his margin of profit on a new car is \$200 or more, while his reserve on a finance transaction seldom exceeds \$25, and in most cases this reserve goes into a bigger allowance on a used car.

Speaking from his own past experience with General Motors Acceptance Corp., Mr. Alcott said that direct local bank financing should show a much better experience than any other form and consequently should permit materially lower rates of interest. A national finance company has the worst experience, then regional finance company, and then a bank buying paper from a dealer, with direct bank financing at the top of the heap. He said thus, just like many situations in insurance, national finance company officials know pretty well when they are getting sour risks, but there is so much competition among finance companies for dealer accounts that they cannot reject them where a desirable dealer is involved.

Unfortunately, there is at present considerable friction in banking circles over whether banks should finance automobiles directly or use the indirect method of buying paper from dealers, Mr. Alcott said. Most banks prefer the direct method and he predicted that this will be generally adopted, but there are some old finance men on the American Bankers Association Council who are pushing the indirect method.

Predicts Large Volume

Despite the belief of many that there will not be as much installment buying of automobiles as in the past, Mr. Alcott said he thinks the volume will actually increase, although there may be a flurry of cash sales. The price of automobiles will be up and the trade-in value of old cars has been cut way down by the lack of new automobiles for four years. These two factors will greatly increase the balance to be financed and the lower rates which banks can offer will make desirable finance risks much more willing to buy on this method.

For at least a year, Mr. Alcott said, the changed method of buying cars should aid bank financing. People used to drive into an agency for a quart of oil or minor service and, after a brief skillful sales talk, drive a new car out, with all papers, including financing and insurance, signed then and there. People now will order from floor models and will wait a long time for delivery, giving them ample chance to check finance costs.

Mr. Alcott also said that he has found

Compliment L. D. Upham at 50 Year Mark

Lynne D. Upham of Omaha, Mrs. Upham and their daughter Jeanne are in New York this

week as guests of Preferred Accident, which is complimenting Mr. Upham for 50 years representation. Mr. Upham entered the insurance field a half century ago at Des Moines, representing Preferred. In 1908 he established an agency in Omaha. He has an extensive personal business and is devoted to the accident and health field. He has represented Great American 35 years and Glens Falls Indemnity 15 years.

Mr. Upham maintains a home at Los Angeles and goes there for a stretch of seven or eight weeks two or three times a year. Jeanne Upham is employed in a movie studio at Los Angeles.



Lynne D. Upham

Watching Auto Sales in Wis., Ill.

Company production departments are watching with much interest the automobile insurance sales records in the neighboring states of Illinois and Wisconsin because in both states the new type of stringent financial responsibility law goes into effect Jan. 1. Most companies find that the number of new sales in Wisconsin exceeds that in Illinois. For instance, one company discovered that in Wisconsin its sales are 70% above normal and in Illinois 50% above.

The explanation is probably that the state-sponsored educational campaign in Wisconsin got off to an earlier start and has been more extensive than that in Illinois. The publicity program in Illinois is now beginning to bear fruit, however. Joseph Hicks Associates, which is handling the publicity, is sending out news releases and on two successive days these were printed in full in the Chicago "Daily News."

In most states the experience has been that the great rush of business comes during the month immediately preceding and the month immediately following the effective date of the new law.

A number of companies have established quotas for themselves in Illinois and Wisconsin, and some have gone to the extent of establishing quotas week by week. One such company that does an extensive business says that it is slightly ahead of quota.

Gould to New N. Y. Dept. Post

William C. Gould, who has been assistant to the chief of the casualty division of the New York department, has been promoted to acting chief of the mutual and fraternal division. He takes the place of John E. Watson, who has retired.

Mr. Gould went with the department as an examiner in the rating division in 1926. He has been assistant to the chief of the casualty division since 1932 and has also had the title of associate examiner since 1941. He attended Columbia University.

present interest rates the most convincing argument of all in inducing banks to finance directly. They used to lend money to finance companies at 6%, while the finance company got from 12 to 18% from its customers. Now banks are startled to learn that the wholesale rate at which finance companies can borrow money is down to 1% and there have even been cases of large finance companies getting short term money at 3/10 of 1%.

Must Work to Keep Business Sold by Automobile Laws

Financial responsibility laws may be causing a revolution in the automobile insurance business, I. J. Maurer, Madison, treasurer of Farmers Mutual Automobile, said in his talk at the automotive and casualty section of the National Association of Mutual Insurance Companies in Chicago last week. In many states, companies are adding as much new business in a single year as they could normally promote in 10 years and the result may be that future sales will largely be the effect of selection and service.

Mr. Maurer said that at the outbreak of the war the automobile insurance business was still largely in the promotional stage, since not more than one of three car owners carried liability insurance. The companies which grew fastest, he said, were the ones whose agents succeeded in selling uninsured drivers.

Stabilization Stage

The business now, Mr. Maurer said, is gone into the development and the stabilization stages. The companies have the business, but the challenge is whether they can keep it by service. The present automobile rating plans are really a part of underwriting in the field and most home offices, during the promotional stage, performed services which now must be performed by agents. When a financial responsibility law induces 80% of the automobile owners in a state to carry insurance, customers must be kept satisfied with service, otherwise sales will drop off quickly and go to competitors. He referred particularly to completion of reports required under financial responsibility laws, securing complete underwriting information and claim services.

In the discussion following Mr. Maurer's talk, there was much interest in the desirability of average rates as compared with graded rates, such as those developed by the present rating plans. While a number of those present favored average rates, all agreed that a company is in a bad competitive position if it clings to an average rate while its competitors are using graded rates. In order to get business, the average rate must be pitched to the A-1 rate, which means that the company gets a bad adverse selection, topheavy with risks which do not qualify for A-1 rating in other companies. There was also a discussion of whether a distinction between business and non-business use is justifiable. While admitting that it cannot be proven that non-business use of an automobile actually presents less hazard than business use, Mr. Maurer said that it is the only way in which mileage can be checked with any degree of accuracy and for that reason is probably as good a dividing line as anyone can devise at present.

National Auto Hearing Ends

LOS ANGELES—The hearing on the order to show cause why the certificate of authority of National Automobile & Casualty should not be suspended for a period not to exceed one year has ended after five months, during which time 2,000,000 words of testimony were taken, making a transcript of more than 7,000 pages. In addition 2,500 exhibits were placed in evidence.

Cecil Lloyd, chief assistant insurance commissioner, who presided, gave Frank Fullenwider, deputy commissioner, 30 days in which to prepare his brief, and Lloyd Wright, chief counsel for National Auto, 30 days following that to prepare his brief, and Mr. Fullenwider 10 days to file the final brief. Briefs are to be submitted without oral argument.

Brisk Arguments for Sale of A. & H. Given by Washburn

The fire and casualty agent is "set in his ways," but has reason to be. He has bought, inherited or built up from scratch his agency, and there are not enough hours in the day to do all he wants to do or is called upon to do. He tells his clients that he is at the other end of the telephone 24 hours a day, 365 days in the year. It is natural that when the subject of selling accident and health



C. C. Washburn

insurance is brought up, there are several objections that he makes.

Arguments of the general fire and casualty agent against undertaking accident and health sales were answered in his talk at the convention of the California Association of Insurance Agents in Los Angeles by Cyrus C. Washburn, manager of the Pacific Coast department of Preferred Accident at San Francisco.

These agents say that accident and health is a specialty line and should be sold by specialists; that policies give something in large print and take it away in small print; that the policyholder has to be gored by a bull or be knocked down by a tractor at the corner of Pine and Montgomery streets to collect; that the A.&H. manual is too complicated. Also, they point at the names of the policies: Maximum Benefit Accident, Mail-Paid Special Federal Hospital and Surgical Expense, Defender Limited Accident and Sickness, Victor Accident & Sickness, Universal Modern Accident, Peacemaker Accident, Superior Accident, etc. The agent knows a man who was hurt and didn't get paid; assured had a claim and the company cancelled on refused to renew.

If A.&H. were a specialty line, Mr. Washburn said, two of the large multiple line companies wouldn't start their new men out selling A.&H. A taste of blood can be obtained quicker this way than in any other.

A.&H. policies are approved by the insurance department, and the agent need not worry about policies giving something in large print and taking it away in small. Certainly policies can be purchased to do a specific job, he said. Also, an automobile manual is every bit as tough to handle as the accident manual.

It is true, a great many men who carried accident policies have been hurt and didn't get paid, he said, but the agent sells a \$50 deductible collision policy on a man's automobile, and doesn't pay the \$25 losses.

Accident and health leads all other casualty lines in volume with a 1944 premium income of \$629 million, he pointed out. The general writing agent has a lot of clients on his books, but does he know whether they have A.&H. coverage or whether their families are protected. The fire and casualty agent is the one who is sleeping on top of a gold mine and doesn't seem to be aware of the fact, he declared. He suggested that the agent might put a man out on a percentage basis to solicit all of his clientele for accident and health business.

The agent can settle his own accident and health claims. There is a personal touch about this settlement that goes home and makes a real impression. The agent has a far better opportunity of building good will for insurance by selling A.&H. than by the sale of any other form, he said.

In the next few years compulsory A.&H. is going to be thrown to the citizens for approval or disapproval. Each person with an A.&H. policy s one vote against compulsory accident and health, he declared.

AGAINST A BACKGROUND OF

60 *years*

The Preferred
ACCIDENT INSURANCE COMPANY

OF NEW YORK

ESTABLISHED 1885

THE 60TH ANNIVERSARY DISABILITY POLICY

Pioneering a disability policy in schedule form,
unparalleled in its coverage and flexibility.

Full information obtainable through the Home Office
or any of its branches.

HOME OFFICE

80 MAIDEN LANE • NEW YORK 7, N. Y.

ACCIDENT AND HEALTH

Complete Plans for National A. & H. Wichita Meeting

WICHITA—R. J. Costigan, Business Men's Assurance, Kansas City, president of the National Association of Accident & Health Underwriters, met with the Wichita association Tuesday to complete the program and plans for the winter meeting of the N. A. A. H. U. here Jan. 23-25.

While in Wichita Mr. Costigan was guest speaker at the monthly luncheon meeting of the Wichita association Monday, to which all accident and health men in the city were invited. President L. P. Crawford of Wheeler, Kelly & Hagney presided and announced that the Wichita association now has a membership of more than 50.

Bert A. Hedges, B. M. A. Kansas manager, is general chairman of publicity and promotion and Levi B. Rymph, Aetna Life, is chairman of the sales con-

gress which will feature the second day of the mid-year meeting. At the general session Governor Schoeppel of Kansas and President Costigan will be principal speakers. The Leading Producers Round Table meeting will be a first day event. The banquet will be held Thursday night, a business session Friday morning, and the session will close with luncheon that day. Mr. Crawford is general chairman and Hurt Morris, insurance attorney, is chairman of general sessions arrangements. A record attendance is expected.

A. & H. Bureau Parley Dec. 10-12

NEW YORK—The Bureau of Personal Accident & Health Underwriters will hold its annual meeting Dec. 10-12 at the Hotel Claridge in Atlantic City. The program has not been announced yet but the executive sessions will take place on Monday, Dec. 10. The bureau did not hold any annual meetings during the war and it is hoped all members will

plan to attend this one. All those intending to be present are urged to notify R. M. Brann, secretary-treasurer, Bureau of Personal Accident & Health Underwriters, 60 John street, New York 7, N. Y.

Oklahoma Congress Program Announced

OKLAHOMA CITY—The morning program for the sales congress of the Oklahoma Association of Accident & Health Underwriters here Dec. 10 includes: "Theme and Purpose of the Sales Congress," Malcolm White, Oklahoma general agent of Pacific Mutual Life; "Sales Ideas That Have Made Money for Me," R. J. Costigan, Business Men's Assurance, Kansas City, president of the National association; "Tax Free Dollars to Defray Accident and Health Expense," Frank R. Philpott, Columbian National Life, St. Louis; "Increasing Our Income as Accident and Health Salesmen," Emerson Davis, state manager Inter-Ocean Casualty, Dallas.

Commissioner Read of Oklahoma will speak at the noon luncheon and will be followed by Stewart Harrell, director

of the school of journalism and of press relations at the Oklahoma University, on "Accentuate the Positive."

Afternoon speakers will be: Bert A. Hedges, Kansas manager of Business Men's Assurance, Wichita, "Selling Ideas That Have Made Money for Me"; E. H. (Count) Mueller, Milwaukee, managing director National association, "Selling Ideas That You Can Count On," and Travis T. Wallace, president Great American Reserve, Dallas, "What I Would Do If I Were an Accident and Health Salesman."

The meeting will close with a summary of the sales congress by R. B. Smith, Great Northern Life, Oklahoma City, national first vice-president.

LaVallee Directs J. S. Scott Agency

James K. LaVallee has become director of the J. S. Scott & Sons agency of Massachusetts Bonding in Chicago. The agency was operated for 23 years by G. Lynn Scott, who died this fall. Mr. Scott succeeded his father, whose name the agency carries. Mr. LaVallee will retain the present name.

Mr. LaVallee has had 15 years' experience in insurance, having started as a Travelers agent in Chicago. He was superintendent of agents of American Reserve Life of Omaha, and then life and accident department manager of the Eliel & Loeb agency in Chicago.

In 1942 he entered the navy, and was discharged with a lieutenant's commission. While in service he was instructor of navigation at Abbott Hall, Chicago, and then was assigned to Tacoma in connection with carrier construction. He saw Pacific duty as a carrier navigator.

After leaving the navy he was regional group supervisor for Occidental Life in Chicago until he took the Massachusetts Bonding post.

Miss Gertrude C. Carlson, who had been associated with Mr. Scott for a number of years, will continue with the agency.

The agency has handled the monthly premium and railroad department of Massachusetts Bonding in Cook county and northern Indiana for more than 25 years.

Winkler Tacoma Manager

Ross W. Winkler, for 14 years manager of claims in the Harry K. Coffey agency of Mutual Benefit H. & A. at Portland, Ore., has been appointed district manager at Tacoma.

Big October for Inter-Ocean

A marked upswing in the average first premium written, coupled with one of the largest application months in its 42-year history, featured Inter-Ocean Casualty's 15th Loyalty Month in October.

Largest returns in October came from North Carolina, Ohio, Texas, Mississippi and southern California. The three industrial districts in southern Ohio, Pittsburgh and West Virginia also came through with fine records. The company expects to finish the year with a substantial increase in premium income and with proportionate markups in surplus to policyholders and admitted assets.

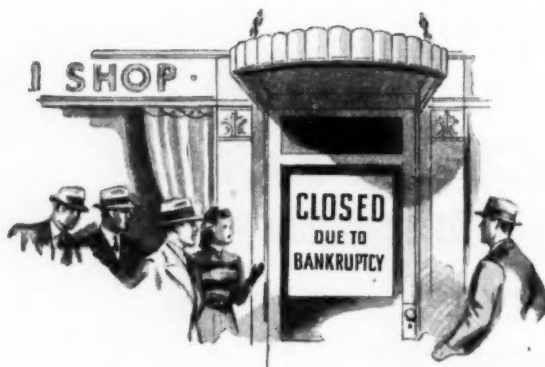
License Ohio Medical Indemnity

The Ohio department has licensed the Ohio Medical Indemnity, Inc., a stock company organized through the Ohio State Medical Association. It will operate through the Blue Cross in Cincinnati, Columbus, Akron, Toledo, Youngstown, Canton, Lima and Portsmouth.

A. & H. Congresses in Southwest

The first of a series of accident and health sales congresses will be held at San Antonio Dec. 5, with President R. J. Costigan of the National association. E. H. Mueller, managing director and executive secretary, and other leaders in the business as speakers. The Dallas congress will be held Dec. 6 and the Oklahoma City congress Dec. 10.

Judgments come high these days!



One adverse judgment for a large sum can cause bankruptcy to many a business man. Public liability presents a hazard that confronts business, industry, owners, landlords and tenants daily.

Standard's Comprehensive Liability Insurance provides coverage to fit exact needs in a single policy—protects against unforeseen exposures—eliminates overlapping coverages and gaps in coverage. It is a necessary and vital protection.

Your Standard field man can explain this coverage and show you how to sell it. Standard's advertising and sales helps provide effective assistance.

STANDARD ACCIDENT INSURANCE COMPANY
ONE OF AMERICA'S OLDEST AND LARGEST CASUALTY & BONDING COMPANIES

and its Fire and Marine affiliate **PLANET INSURANCE COMPANY**

HOME OFFICES, DETROIT 32, MICHIGAN



Big Business is Headed Your Way!

IT won't be long before today's trickle of new cars becomes an overwhelming flood. And with the torrent of new cars will come the biggest sales opportunity insurance men have ever faced! Get ready for it! Do these four things now!

1. Contact doctors and others who are likely to get priorities on new cars, trucks, buses. This is immediate business!
2. See your local banks and point out the advantages of banker-agent teamwork in financing new cars. Bank cooperation assures you of *all* of the automobile-owner's

insurance instead of just part of it.

3. Ask each person you meet whether he expects to get a new car. If his answer is "yes," point out the advantages of financing, at low interest rates, through his local bank. And sell him *now* on the necessity of full insurance protection!
4. Remind all clients who carry automotive policies that 30-day Automatic Coverage enables them to buy new cars without shifting their insurance elsewhere.

The harvest you reap tomorrow will be determined by the energy you exert today.

U. S. F. & G.

UNITED STATES FIDELITY & GUARANTY CO.

affiliate:

FIDELITY & GUARANTY FIRE CORPORATION
HOME OFFICES: BALTIMORE 3, MD.

Consult your insurance agent or broker  as you would your doctor or lawyer

CHANGES IN CASUALTY FIELD

Iowa Mutual Group Makes Several Midwest Changes

Ralph H. Redus, formerly with Inter-Ocean Reinsurance of Cedar Rapids, has been appointed statistician by Iowa Mutual and Iowa Mutual Casualty of DeWitt. Mr. Redus was director of the fire section of the Insurance Accounting & Statistical Association in 1940-41.

J. H. Chapman has been appointed resident manager for Illinois by the two companies. Mr. Chapman will supervise the entire state, with the exception of 15 counties in the west. He will work out of Belvidere where he lives and where for the past 7½ years he has been associated with the Mutual Reinsurance Bureau as assistant manager. Prior to his association with the bureau, he served for a number of years as special agent in Illinois for America Fore and also spent four years with the Illinois Inspection Bureau.

J. Nelson Quigley and W. L. Rutenbeck have been discharged by the army and have returned to the companies. Mr. Quigley will cover the field in south-eastern Iowa and in 15 western Illinois counties, with headquarters in Burlington, Ia.

Mr. Rutenbeck will be at the home office as automobile underwriter. Both men were field men for the companies prior to service. Mr. Rutenbeck spent four years in service, 32 months of it in Africa, Sardinia and Italy.

Manufacturers Group Names Two Special Agents

Manufacturers Casualty and Manufacturers Fire have appointed Theodore C. Hammel special agent, stationed at the 401 Walnut street office, Philadelphia. Mr. Hammel has been associated with Protective Indemnity, serving as general agent for Philadelphia and vicinity.

His career in insurance began upon his graduation from Girard College in 1917. He joined the Philadelphia branch of Aetna Casualty. In 1919, Mr. Hammel went with Pennsylvania Indemnity eventually becoming assistant secretary. When that company merged with Ohio Casualty in 1939, he retained his position until his appointment as general agent by Protective Indemnity.

Manufacturers Casualty has appointed W. T. Jones special agent for Philadelphia out of the Philadelphia metropolitan office, 401 Walnut street. In 1927 he joined Travelers where he remained until March, 1945, when he went with Manufacturers Casualty's claim department.

Merriman in Charge of Vt. for Peerless Casualty

Peerless Casualty has appointed Russell G. Merriman resident vice-president and manager for Vermont. He will supervise the writing of all casualty and surety lines in the state at the new office in Montpelier.

Mr. Merriman went with Aetna Fire in 1919 as special agent, and from 1921 to 1945 was agency supervisor for American Fidelity.

John R. Gray to Beaumont Post

John R. Gray, claims attorney for American-Associated companies at Dallas, has resigned and has acquired an interest in the Beaumont office of the Texas Claims Service. He is a graduate of the University of Texas law school, class of 1921, and after practicing law for several years became claims attorney for Texas Employers and Employ-

ers Casualty at Dallas. For the past 19 years he has been with Associated Indemnity.

Los Angeles Dischargees Return

Lt. William Korb, after 54 months service in the army, has returned to his former position as special agent in southern California of Fidelity & Casualty.

Lt. (j.g.) John Tracey has resumed his work as special agent of Ocean-Accident and Columbia Casualty in Los Angeles. Frank Troy, signalman 1/c, U.S.N., has again become special agent in the bonding division of the same office.

Love Is Guarantee Treasurer

George K. Love has been elected treasurer of Guarantee of Los Angeles. He has been a representative of Froggatt & Co. on the coast.

Brissman in Minneapolis Post

Bernard G. Brissman has been appointed head of the underwriting department of General Accident's Minnesota branch office in Minneapolis. He has been serving as captain in the army.

Opens Utica Claim Office

Hartford Accident has opened a claim office in the First National Bank building, Utica, N. Y., under the supervision of J. W. Boone.

Landree to Minn. Claims Post

B. J. Landree has been appointed claims manager of the Minnesota branch of American-Associated Companies. He has been with the Milwaukee office, for the past few years as assistant claims manager.

At Minneapolis he takes the place of C. O. Nelson, who was compelled to relinquish his duties because of the condition of his health. He will continue with the organization, however.

Deeds Aetna Life Director

Charles W. Deeds, president and general manager of Niles-Bement-Pond Co., has been elected a director of the four Aetna Life companies to fill the vacancy caused by the recent death of William R. C. Corson.

U. S. F. & G. Iowa Men Return

DES MOINES—Duane A. Blackburn, in the army since 1942, has returned to U. S. F. & G. here and will be a district supervisor. He had been an underwriter in the surety department, and at the time of his induction was in charge of the accounting department.

Edward J. Hagerman, also in the army since 1942, has resumed his former position as claim adjuster of the company here.

J. W. Hamilton in New Post

J. Walter Hamilton has been appointed manager of the Jefferson Adjustment Bureau, Inc., office at Baltimore. He was formerly with the Nichols Co., Maryland Casualty, Ocean Accident and the Emmco companies.

State Farm to Put Up Own Coast Office Building

Plans for a \$500,000 expansion of the Pacific Coast office at Berkeley, Cal., are announced by the State Farm companies of Bloomington, Ill. The program constitutes the most important single business development in Berkeley in many years, according to the local chamber of commerce.

The building will be erected on a site on Center street facing the City Hall Plaza, which was acquired at a cost of \$34,000. It has a frontage of 150 feet and a depth of 125 feet. It will be a 4-story structure of reinforced concrete.

Construction on the new 5-story addition to the north half of the home office building in Bloomington, at an estimated cost of more than \$400,000, is expected to begin as soon as materials are available.

IF You Are Looking for an Opportunity and Are Qualified to Be an Agency Manager for a branch office

— We believe we have a position for you that is outstanding.

Located in one of the largest middle western cities, where we already have a well established agency plant—this position is made to order for a man who has executive ability to direct the underwriting, and is energetic in developing agents.

Our company, also middle west, is a leading independent stock company writing automobile, general casualty, and workmen's compensation, with a fire running mate.

We are noted for our broad coverage policies and superior service.

Everything is advantageous for the right man to show exceptional results, and to profit accordingly. Starting salary is open. Please write:

Box No. D-87
The National Underwriter
175 West Jackson Blvd.
Chicago 4, Ill.

SURETY

Inadequacy of Personal Sureties Emphasized in Tenn.

NASHVILLE—Little improvement in the financial condition of county governments in Tennessee is possible until county officials of 78 of the 96 counties can qualify for corporate bonds, according to a county government survey published by the Tennessee Taxpayers Association.

Because of antiquated Tennessee laws that make county officials liable for bank failures and make tax collecting officials liable for back taxes, only 17 counties can obtain corporate bonds, according to the report, prepared under the supervision of William R. Pouder, executive director of the association. As a result, local units are required to rely largely upon personal surety bonds for protection. "The inadequacy of the protection provided by personal sureties is realized only when an official who gives such bond is found short in his accounts and restitution is demanded. Almost invariably pressure is then brought to bear upon the governing body by the bondsmen and their friends to forgive the shortage. An astoundingly large number of county courts in Tennessee are weak enough to release the sureties on personal bonds and let the burdened county taxpayers pay the funds in the county trustee's office a second time with no more safeguards provided meanwhile than existed while the first embezzlement was being consummated."

The Tennessee Taxpayers Association, aided by insurance men, is preparing to secure passage of remedial legislation at the next session.

Mass. Public Official Bond Laws and Decisions Reviewed by Mulcahy

BOSTON—Liability of the surety on public official bonds in Massachusetts was reviewed by Bart E. Mulcahy, attorney Century Indemnity, before the Boston Surety Claim Association. Calling particular attention to the state laws with reference to city and town treasurers and tax collectors, Mr. Mulcahy said courts have repeatedly held that treasurers and tax collectors do not act as agents or bailees of the cities or towns in the handling of public funds. Such officials are rather in the nature of debtors and are not relieved from liability for the loss of public funds entrusted to their care, even though the loss was caused without fault on the part of these officials.

He called attention to several Massachusetts supreme court cases in which treasurers and tax collectors were held responsible for funds stolen from them despite the fact that they acted with due care, prudence and fidelity.

In discussing the right of treasurers or tax collectors to direct the manner in which funds turned over by them to the municipality shall be applied, Mr. Mulcahy pointed out that if such an official misappropriates public funds during one term of office and uses collections made during a latter term of office to apply against the prior shortages, the surety on the official bond which was in force during the second term of office would be liable for the loss.

At the Dec. 4 meeting F. E. Pausch, home office bonding claim department manager of Maryland Casualty, will talk on "Contract prices—rights of surety vs. rights of contractors assignee or trustees in bankruptcy in Massachusetts."

So. Cal. Surety Men Elect

LOS ANGELES—The Surety Underwriters Association of Southern California has elected these officers: President,

F. S. Plews, Travelers Indemnity; vice-president, O. D. Brick, U. S. F. & G.; secretary, W. J. McKinnon, Great American Indemnity.

\$1 Million Guardian Bond

American Employers has written the \$1 million guardianship bond as surety for Thomas M. Reynolds, prominent Boston attorney appointed as co-guardian of the \$4 million Beebe estate. Filed and approved in Suffolk probate court, the bond is the largest one written in Massachusetts for many years and ranks high among those produced throughout the country.

PERSONALS

John W. Thompson of the C. A. Spurl & Co. agency, New Orleans, and E. L. Miller of the Stuart Thompson-Elwell agency, Seattle, have been visiting the head office of Employers Liability.

J. R. Plummer, former vice-president of Commercial Standard of Ft. Worth, who has been in military service for three years, has been discharged. He is now on an automobile trip. He was in Chicago during the week and from there went to New York and other

eastern cities. He will travel to Florida and then go across the southern part of the country to Los Angeles and up to San Francisco. In due season he will return to active business life and hopes to become connected with a casualty company, preferably one writing automobile insurance.

Donald J. Wellenkamp, assistant secretary and advertising manager of Washington National, is in Presbyterian Hospital, Chicago, undergoing treatment for ulcers.

G. A. L'Estrange, vice-president and agency director of Wisconsin National Life, has been reelected president of

How Agents and Brokers can share in the Benefits of that vast NEW AUTOMOBILE MARKET

With a post-war market for nearly 3 1/3 billions of dollars of new automobiles, alert agents and brokers are aware of an unusual opportunity to augment their business. While banks in thousands of cities and towns are extending their consumer credit lines to include financing of automobiles, aircraft and other items, insurance companies are assisting their agents in developing the "Bank and Agent Auto Plan."

The more automobile loans bankers make, the larger the opportunity for agents and brokers. By helping keep both financing and insurance "at home," the local banker and agent or broker perform a distinct and neighborly service. The new friends made thereby will pay future as well as immediate dividends.

We have developed a practical program of banker-agent cooperation designed to create business for both bank and agent. Our companies have openings for Agents in various territories. For information address Agency & Production Dept., AMERICAN SURETY GROUP, 100 Broadway, New York 5, N. Y.

Dependable

As America

AMERICAN SURETY COMPANY

NEW YORK CASUALTY COMPANY

100 BROADWAY • NEW YORK

AGENTS AND BROKERS EVERYWHERE



the Oshkosh Apostolate, a Catholic charity organization in Oshkosh, Wis.

Harry K. Coffey, manager of Mutual Benefit H. & A. and United Benefit Life in Portland, Ore., and **Charles A. Hyslop** of that office are active in promoting an insurance post of the American Legion in Portland. Mr. Coffey recently returned to civilian life. He was a lieutenant colonel attached to the fourth air command. Mr. Hyslop is a past commander of the legion post at Modesto, Cal.

Mr. Coffey is a civilian flyer and for years has operated his own plane for covering his territory.

Ralph W. Applegate, president of Casualty Mutual, has returned to the company in Chicago after being discharged from the army. He was commissioned as a lieutenant colonel, and was in charge of safety at 6th service command headquarters.

Dodd Returns to Post

Alvin H. Dodd, casualty field assistant in the Chicago offices of Travelers, has returned to that position from service in the navy.

Sales training from experts in casualty and property lines. Write the National Underwriter.

NEWS OF THE CASUALTY COMPANIES

American States Is Examined Favorably

Assets of American States at June 30 amounted to \$5,414,740, according to the report of an examination by Indiana, California and Colorado. Surplus to policyholders was \$1,599,796.

While the examination was in progress steps were taken to increase the capital from \$500,000 to \$600,000 so as to qualify for licensing in Pennsylvania.

The first six months of this year premiums earned were \$2,135,009, losses incurred \$851,346, gain from underwriting \$85,939. The loss ratio was 39.87, loss adjustment expense ratio 8.84, and underwriting expenses 47.25. Premiums written during the first six months totaled \$2,302,266.

Company's Record Praised

The examiners state that American State endeavors to adjust its losses promptly and fairly and to avoid litigation wherever possible. They state the company is competently and capably managed, tends to value its assets con-

servatively, makes no attempt to either under-estimate or understate its liabilities and maintains a very liquid asset position.

American States Fire at the same date had assets \$834,474 and surplus to policyholders \$511,160. Capital is \$250,000. Premiums earned during the first six months were \$80,108 and losses incurred \$48,840.

General Re. to Be Largest U. S. Reinsurer

The merger of General Reinsurance and Mellon Indemnity, which has been approved by the directors of both companies, will produce the largest American company engaged either in casualty or fire reinsurance, according to Edgar H. Boles, chairman and president of General Re. He stated that the decision to devote the assets of Mellon Indemnity to the reinsurance field was prompted by recognition of the future needs of America for a larger reinsurance underwriting group. It is stated that Mr. Boles will continue as a director and

chairman of General Re., and for the time being, as president.

The other officers will be the present officers of General Reinsurance and Ward M. Smiley, now a vice-president of Mellon Indemnity.

The consolidated company will have assets of more than \$38 million and sur-



WARD M. SMILEY

plus to policyholders of more than \$19 million. The capital will be \$5 million consisting of 500,000 shares of \$10 par. The present stockholders of Mellon Indemnity will get 28% of the stock.

General Reinsurance owns 99% of the stock of North Star Reinsurance, which operates in the fire and marine field.

American States Plans Addition

American States and American States Fire are planning a substantial addition to their present home office building in Indianapolis to cost \$250,000. It will extend to the south of the present building and will correspond in architecture to that building, doubling the present space. While the addition is being built American States Fire will occupy quarters on the fourth floor of the Rough Notes Company building at 1142 North Meridian street. Construction will begin in March.

Aviation & General has been licensed in Canada for accident and aircraft insurance. J. A. Mann of Montreal has been appointed chief Canadian agent.

Ariz. Casualty Law Has Life Span of Three Months

Lowell Miller, who recently went with the insurance department of Arizona to administer the ill-fated rating laws of that state, has sent a communication to casualty companies pointing out that despite the repeal of the casualty rating law by the legislature at its recent special session, that law remains in effect until Dec. 31. It became effective Oct. 1. Hence the companies are required to comply with its filing and other provisions until Jan. 1, which is the effective date of the repealer.

The fire insurance rating law never went into effect in Arizona because prior to its scheduled effective date, the American Mutual Alliance had been successful in getting enough signatures to put the question of repeal to referendum at a general election next year. However, the legislature knocked the casualty rating law on the head along with the fire, but the effective date of the repealer is 90 days after its enactment.

Mr. Miller said his principal concern, insofar as the short lived casualty law is concerned, will be to put the records in condition to transfer to the archives.

Quirk in Tennessee Law

Tennessee is said to be the only state in which casualty rating laws were enacted, that provides that an independent insurer which files its own rates must satisfy the commissioner that it is qualified to establish its own rates. A number of the independent companies made their own filings and now have been called upon to present more elaborate data.

Success Is Contagious!

Insurance can be merchandised like any other commodity. For proof...

On December 7th, 1941... Pearl Harbor Day... Continental's Intermediate Accident and Health Division had 7 policies in force. Today... utilizing modern, streamlined merchandising methods, and despite wartime handicaps... successful Intermediate General Agencies are located in almost every state, and serve thousands of assureds nationwide.

A policy program of "day to lifetime" accident and health coverage... a new and attractive \$10.00 a day hospital policy... over-age protection, both income and hospitalization... only two basic occupational classifications... men and women, same coverage, same rates... all have been factors in this amazing growth.

Valuable open territory still available. Our merchandising methods will build business rapidly for you. Ask for our Intermediate News Letter describing this new plan.

"OUR SUCCESS CAN BE YOUR SUCCESS"

America's No. 1
Accident and Sickness Insurance Company
Intermediate Accident & Health Division
CONTINENTAL CASUALTY COMPANY
910 South Michigan Ave., Chicago 5, Ill.

"Day to Lifetime" A & H Protection... Plan 10 and Plan 7 Hospitalization Overage
Income and Hospitalization Protection

Conn. Adopts Paid Secretary Plan

(CONTINUED FROM PAGE 31)

ance. Mr. Barbour said that only 25% of the aircraft today are insured and that aircraft aviation insurance is a broad field. He reviewed the history of aviation insurance and explained the future possibilities in the field. Agents need education in the cover so that they will be able to sell it, but fundamentals of the cover are sufficient, he stated, to enable the average agent to get started selling it.

A plan similar to the bank and agent auto plan has been set up in the aviation insurance business. Mr. Barbour said that under such a system the insurance could be sold quite easily and that the auto plan and the aviation plan can work together. He discussed the various types of policies and the rate-making method of the business. As there are many different types of aircraft and owners having one to 10 airplanes it is necessary that different policies be sold and Mr. Barbour elaborated on the available forms.

Frank C. Colridge, secretary of the National association, extended greetings on behalf of the N.A.I.A. and explained the work of the National association in relation to public law 15, advocating stronger national and state associations. He stated that the N.A.I.A. must play a part in promoting and aiding the regulation of state and national insurance.

The New Haven board was presented the John C. North cup for outstanding achievement as a local board during the past year. The cup was awarded on a competitive basis, the criterion being what the board did for the public, for insurance and for the members. It was presented by David North, the new president, who originated the idea. The cup is named in honor of Mr. North's grandfather, the first president of the association.

Arthur G. Tyrol, chairman of the

public relations committee of the Connecticut Field Club, said that that organization was prepared to furnish speakers on insurance subjects to any civic groups who were interested, and appealed to members of the association for cooperation in this project.

About 225 members and guests attended the evening session and banquet at which Commissioner Allyn extended greetings and promised reasonable and adequate regulation by the state insurance department.

Must Take Long View

The short range view in the present economic situation is not sufficient and business and industry must put forth as great or greater effort now to promote peace and a sounder domestic economy, according to Arthur H. Motley, publisher "American Magazine."

That business today may be operating successfully is no indication that it can't do better, he said. Many prosperous concerns are too far from the firing line and forget that the man who sells the business is their only real contact with the public.

Mr. Motley gave four principles for higher production, which he said apply to the insurance business in particular:

1. Recruiting is important and more sales people are needed, no matter how well the business may be doing now. Sales create jobs, he explained, and more sales necessitate more men.

2. Selection of recruits must be improved and the round peg must be placed in the round hole. Instead of taking on men to fill the gap, they should be employed to help make jobs for more on the premise that a good man will create more business.

3. Mr. Motley strongly emphasized the importance of training, even for the most successful agent. "No man can remember all he knows," he pointed out, and can do better if he reviews what he has forgotten each year, and learns any new angles.

4. The insurance business is unpopular with returning veterans, he said, because there is insufficient indoctrination. If every agent doesn't believe in his service his business will suffer.

Need Strong Leadership

Plans for the future must be in the hands of men of ability and foresight, he declared. The present attitude of the public is to read and think too much of the troubles they face instead of the opportunities ahead, he stated, in pointing out that 50% of the jobs in this country are in sales and services and the opportunity to lead the way therefore is in the hands of insurance and other service businesses.

Group Discusses Sales Problems

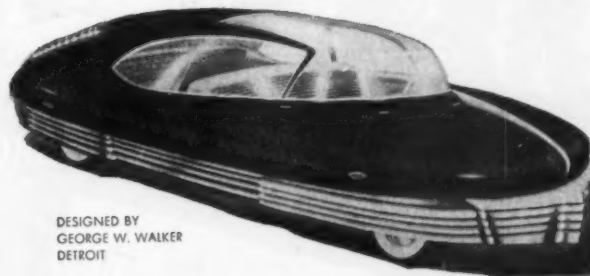
(CONTINUED FROM PAGE 31)

finance plan at some length. Both these talks are reported separately. L. J. Wall, Lansing, assistant secretary Auto Owners, described his company's experience with the Michigan financial responsibility law. Auto Owners, he said, increased its business 36% in Michigan as a result of this law, which is believed to be a greater increase than most companies scored. It used posters and billboards, regional agency meetings, radio broadcasting and direct mail work and also tied its posters and mailings in with its agents.

Contacted Present Assured

Mr. Wall said that the publicity given the financial responsibility law caused many present insurers to question the adequacy of their protection, so Auto Owners decided to notify every Michigan policyholder that he was adequately covered under the present law.

INSURANCE FOR



DESIGNED BY
GEORGE W. WALKER
DETROIT

THE 194X MODEL

Will existing policies be broad enough to cope with demands of post-war motoring?

Forward thinking, coupled with a real endeavor to give policyholders the benefit of every possible innovation—the "mostest, firstest"—is another of the reasons why ALLSTATE'S production graph line has held a continuously upward course year after year.

ALLSTATE Agents, constantly on the alert for new ways to do more for more insureds, are relied upon as reporters of advancing needs in auto insurance protection. Always close to their Company, ALLSTATE Agents see their contributions at work, and enjoy many *plus* profits in the accumulative result.

Because of the *inherent progressiveness* of their company, plus the direct part they take in initiating advances in their product, ALLSTATE Agents know they will continue to be abreast of competitive demands when new cars crowd the highways again.

ALLSTATE

ALLSTATE INSURANCE COMPANY
ALLSTATE FIRE INSURANCE CO.

HOME OFFICE: 20 NORTH WACKER DRIVE, CHICAGO

No Business Direct



NATIONAL SURETY
CORPORATION

VINCENT CULLEN
President



**FOR Complete CRIME COVERAGE
IN ONE CONTRACT**

**American Casualty's
COMPREHENSIVE Policy**

1. Blanket Fidelity
2. Premises Money & Securities All-Risk
3. Messenger Money & Securities All-Risk
4. Securities All-Risk (in Safe Depository)
5. Depositors Forgery (Issued Checks)
6. Commercial Forgery (Incoming Checks)*
7. Merchandise Theft*
8. Other Fraud Coverages*

All Coverages
Are Optional

*These are "extras", added by American Casualty Company to provide complete crime protection.



American Casualty Company
OF READING, PENNSYLVANIA

CAPITAL - \$2,000,000

He also suggested that in all states which pass these laws in the future companies be cautious about showing the effective date in advertising. The Michigan law was held up for a year by an injunction suit. After it was finally upheld by the state supreme court, much of the material prepared by companies and agencies had to be discarded because it showed the original effective date.

It is very important, Mr. Wall said, to advertise a financial responsibility law in a way that the public will accept gracefully and to cooperate with all companies, with agents of other companies and with state officials so that no one will get the idea that the law is a greedy grab for the insurance business or for any particular insurance interests. Auto Owners did considerable mailing work on prospects furnished by its agents, including business reply cards addressed to the agents. While the agents did not send in as many prospects as the company had hoped, they got a 30% sale on cards which prospects returned to them. The overall return was between 7% and 8%, far more than the 1% which direct mail operators regard as satisfactory. Actually, Mr. Wall said, the business obtained through the financial responsibility law itself probably did not pay for the expense incurred, but the company believes the investment was profitable, because of the long term renewal expectancy of these policies.

Company Conventions

Mr. Buehler found a very interested audience when he discussed the agency meetings of his company. Beacon Mutual in normal times holds two regional meetings each year in each part of its territory and an annual two day meeting in Columbus. The company, Mr. Buehler said, is entirely sold on results, but emphasizes that these meetings do not replace any other agency function, such as field supervision, publications, etc. Education and reeducation, especially as to procedures, policy changes, etc., are the purpose of the district meetings and they have been entirely successful. The annual convention, on the other hand, has been successful in creating a strong personal bond between agents and the company.

District meetings, Mr. Buehler said, are held in the evening only. They are strictly business and agents' wives are not invited unless they actually work in the agency. He said that it is most important to have these meetings carefully in advance, getting a good hotel, good food and a room the right size, neither too large or too small. Despite

war time conditions, he said, his company has been able to get good food and service at these meetings by arranging with hotels well in advance. They are held in a centrally located city, so that few agents have to drive more than 60 miles. Beacon Mutual likes to pick a city where local business is not good, and has found that the local publicity given these meetings is a great help in improving agency connections in that city. Dinner starts at 6:15 p. m. promptly, with the home office men and field men at the hotel an hour before and available for any agents who wish to come in early and discuss business problems. No liquor is served and the meeting is adjourned by 10 p. m., although usually a number of agents stay until much later discussing matters with underwriters or field men.

The annual convention will be resumed next February, Mr. Buehler said. This is conducted very elaborately and planned for months in advance. Agents and their wives are invited. The company makes no distinction among agents in its invitations. It does not pay transportation expenses, but does pay all expenses in Columbus, including garage facilities for agents who drive. Mr. Buehler said that one of the most important results of both the district meetings and the annual convention is that handling business with an agent is greatly smoothed after he knows the department heads, officials and underwriters personally.

Entering New States

Mr. Dunathan discussed recruiting new agents and introducing a company in new states. He started off with a skit in which H. C. Smyth, Richmond, vice-president Virginia Auto Mutual, played the part of an agent and Mr. Dunathan was a field man, doing everything which he should not do in introducing a new company. In his discussion of the subject, Mr. Dunathan said that his company regards the age of new agents as very important, since young men are more aggressive, not satisfied with their present volume and a company can keep its average agency age down only by a steady flow of replacements. It is also important to look out for "office competition," in which an agent plays one company against the other and nobody gets a reasonable volume. Because of this, he does not like to appoint an agent who already represents a large number of casualty companies.

Most states now have a good mutual agents association, Mr. Dunathan said, and these groups are the best source of new agents. He suggested sending a representative to each state mutual meeting, even if the company is not entered in the state at that time. Field representatives of other mutual companies are also good contacts for new agents.

In introducing the company in new territory, Mr. Dunathan urged getting all possible publicity before soliciting agents, including advertising in the insurance trade papers. He said his company has not been satisfied with results from sending announcement letters, and in his experience agents who reply to these letters asking for a connection are either looking for a "sucker" or are the type who will take on any company and give no one a reasonable volume. No two field men work alike, he said, but in general new or unusual coverages are the most attractive proposition in getting new agents of the right type. The field man, he said, should be prepared to spend much of his time with a new agent.

In the discussion following Mr. Dunathan's talk, the relative advantages of securing a local man as representative in a new territory and sending in an established field man from another territory came in for considerable attention. Mr. Dunathan said that, while there are many exceptions, he generally does not like to move a man to a new territory. The man often is not happy in his new locality and, even if he is, his wife and family may not be, which is just as bad so far as his employer is concerned. P. L. Thornbury, Columbus, assistant general counsel Farm Bureau Mutual

PACIFIC EMPLOYERS INSURANCE COMPANY

VICTOR MONTGOMERY, President

A Capital Stock Casualty Insurer

TO PRODUCERS:

**AN INSURED ON YOUR BOOKS IS
WORTH TWO PROSPECTS IN THE
BUSH. CLIENTS STAY PUT WHEN
YOU PUT THEM IN...**

PACIFIC EMPLOYERS

HOME OFFICE: 1033 SOUTH HOPE STREET, LOS ANGELES - 15



Automobil
vision of
icy. He s
from the
Texas an
that at l
be made
year, alth
the new
until some
he said, fo
be used
replacing
tract, whi
of autom
risks, but
form will
The group
single limi
bility laws
problem i
also disc
policy, bu
not think
partments

PERSONNEL

Guy Fe
personnel
morning
selecting
types of s
panies hir
field men
metropolit
smaller ag
direct sale
ating on
basis. Th
ing in pop
insuring
them in in
Reviewi
for each o
Ferguson
tant to pi
a salesma
that of th
call. He
panies hav
too young
larger ag
contacting
about 40
college ed
sirable for
most of th
attended c
he said th
their earl
men for s
no age lim
licitor. F
that insur
to employ
Club Alun
thorough
work.

Mr. Fe
which his
cants and
"qualificat
of "applic
many peo
thing, but
their qual



Automobile, discussed the proposed revision of the standard automobile policy. He said that because of pressure from the insurance departments of Texas and West Virginia, it is likely that at least temporary revisions will be made shortly after the first of the year, although the permanent draft of the new policy may not be available until sometime later. There is pressure, he said, for a single purpose policy, to be used for private passenger cars only, replacing the present all purpose contract, which can be used for all types of automobiles and all automobile risks, but it is likely that the present form will be retained for some time. The group showed much interest in a single limit, although financial responsibility laws admittedly may make this a problem in some states. There was also discussion of the named operator policy, but Mr. Thornbury said he does not think that is what insurance departments want.

PERSONNEL PROBLEM

Guy Ferguson, Chicago, well known personnel expert, opened the Friday morning session with a discussion of selecting salesmen. He divided the types of salesmen which insurance companies hire into four general groups; held men to call on large agencies in metropolitan centers, field men for smaller agencies and in smaller centers, direct salesmen for large accounts and direct salesmen for smaller lines, operating on virtually a house to house basis. The last type, he said, is growing in popularity and he predicted that insuring organizations will be using them in increasing numbers.

Reviewing the qualifications needed for each of these types of salesmen, Mr. Ferguson pointed out that it is important to pitch the age and education of a salesman as closely as possible to that of the prospects on which he will call. He said he thinks many companies have made a mistake in using too young men as field men calling on larger agencies and direct salesmen contacting big insureds, and that men about 40 are best for this work. A college education is at least highly desirable for a man in either group, as most of the men they will call on have attended college. On the other hand, he said that younger men, from 28 to their early 30s, make excellent field men for smaller agencies, and there is no age limit on the house to house solicitor. For the last group, he said that insurance companies could do well to employ successful Fuller Brush and Club Aluminum salesmen, who have a thorough grounding in this type of work.

Mr. Ferguson showed the blank which his organization uses for applicants and suggested that the term "qualification blank" be used instead of "application," on the theory that many people hate to apply for something, but are perfectly willing to state their qualifications. The blank which

Bicycle Thefts Are Now Numerous

Bicycles now are more in demand than they have been since the gay '90's when bicycling was a favorite pastime. Nearly every child now has a bicycle. They are used by children in going to school, in shopping and in running errands of various kinds. Then people use them in going to work.

It has been hard during the war to get new bicycles. The demand is brisk and hence thieves are busy. The usual plan is for thieves to watch children who have bicycles, find out where they reside and then if possible snatch the bicycle away or go around at night and take it. Trucks are sometimes used. It stops in the neighborhood and the thieves make their rounds to gather what bicycles they can find.

Lippincott in New Post

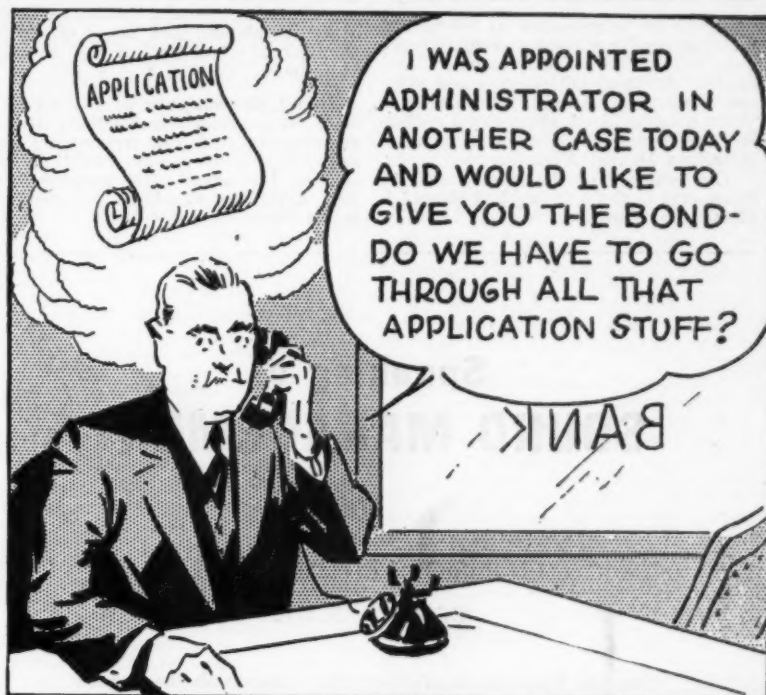
Lincoln H. Lippincott, who has been a prominent figure in insurance company advertising and sales promotion work for a number of years, has become manager of the New Haven Safety Council. In recent years he has been with Lumbermen's Mutual Casualty, specializing in the promotion of safety work and in the organization of the "Not Over Fifty" club. Previously he had been with the Aetna Life companies, Maryland Casualty and National Board.

he uses contains a number of questions for self analysis, and he said the egotist and high pressure artist can always be spotted quickly, as he will put down "excellent" as his rating for everything.

While a qualification blank will give a good picture of a man, Mr. Ferguson said this should always be followed up with a guided interview, in which the interviewer must know exactly what qualifications he is looking for. This cannot be told in 10 or 15 minutes, and the interviewer should be carefully prepared before trying it. He said that aptitude tests, despite their occasional misuse, produce excellent results and predicted that one would be developed soon for the fire and casualty business, comparable to the one used now in the life insurance business. In answer to a question, Mr. Ferguson said an aptitude test for a returning service man, to see what type of work he is now fitted for, is excellent, but it must be sold to the veteran. These men are tired of taking tests because they were ordered to, as was the case in the service, and a test will not produce results unless the man cooperates.

The best personnel selection methods, Mr. Ferguson said, will be spoiled if they are not followed up with a good training program and if salesmen are not taken care of financially after they are hired and make good. He said that salesmen like salary plans plus a bonus or commission and urged that insurance companies adopt some form of contingency plan for field men, under which they are compensated for appointment of successful new agents and increases in their territory.

AS SIMPLE AS THAT!



WHY DON'T YOU USE
WESTERN SURETY ORDER BLANKS?

WESTERN SURETY COMPANY

Western Surety Bldg.
Sioux Falls, S. Dakota

21 W. 10th Street
Kansas City 6, Mo.

175 W. Jackson Blvd.
Chicago 4, Illinois

Agents are invited to write for samples of the order blanks developed as part of our program of success through helping agents to succeed.

ONE OF AMERICA'S
OLDEST BONDING COMPANIES



Established 1915

YOUR NEIGHBORHOOD MERCHANT NEEDS

Burglary, Plate Glass and Public
Liability Insurance

You Can Sell It All in One Policy
at One Premium in the Eureka.

EUREKA CASUALTY COMPANY

PHILADELPHIA 4 • PENNSYLVANIA

BRANCH OFFICES

NEWARK, N. J. JOHNSTOWN, PA. PITTSBURGH, PA. WILKES-BARRE, PA.
LOUISVILLE, KY. INDIANAPOLIS, IND. COLUMBUS, OHIO PIKEVILLE, KY.

Actuaries at Annual Meet to Ponder Individual Risk and Commercial Car Rating

Papers to be presented at the annual meeting of the Casualty Actuarial Society in New York Friday include "Non-random Accident Distribution and Poisson Series," by Ensign John Carleton, and "A Generalized Theory of Credibility," by Arthur L. Bailey, statistician of American Mutual Alliance.

The business of the society will be transacted in the morning and Harold J. Ginsburgh, American Mutual Liability,

will deliver his presidential address. In the afternoon the informal discussion period will take place, the subjects being: Essential Characteristics of an Adequate System of Individual Risk Rating Plans for Casualty Insurance Under State Regulation, and Bases of Rating Commercial Automobiles for Liability Insurance.

Fred J. Eierman, son of J. Fred Eierman, vice-president and fidelity department manager of New Amsterdam Casualty, has been commissioned an ensign in the navy. His assignment is deck officer on the U. S. S. Pontotoc in the Pacific area.

Speaking of SOUND MANAGEMENT

★ ★ ★

CONSIDER BITUMINOUS OF ROCK ISLAND

Here you have an organization that understands the agent's problems, works from an agent's viewpoint, and is willing and able to serve the agent as well as his policyholders.

Those engaged in the executive management of Bituminous today are agents. They are constantly at work to improve their services to the agent and to help him meet his daily problems.

For every agent, BITUMINOUS offers prompt, valuable assistance through ample offices at home and in the field from specialists in every department. Remember BITUMINOUS when selling Workmen's Compensation or liability contracts.

ASSETS OVER \$14,000,000

Specializing in: Workmen's Compensation, Comprehensive Liability, Public Liability, Property Damage, Comprehensive Personal Liability and Automobile Liability.



FIELD MEN

Wanted by progressive Pennsylvania non-conference casualty company. These positions represent unusual opportunities for men who are looking to their future in a fast growing organization.

- 1—Indiana territory, knowledge of fire business desirable but not essential.
- 2—Michigan territory, knowledge of fire business desirable but not essential.
- 3—Ohio territory, knowledge of bonding business essential.

Write stating age, qualifications and salary desired.

Address D-27, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

Urges U. S. Insurers to Tackle Problem of Insuring U. S. Tourists in Latin Am.

Vestal Lemmon, casualty actuary of the Texas department, who has evinced much interest in the matter of providing insurance for American tourists to Mexico and other Latin American countries, suggests that steps be taken to work out reciprocal arrangements with the authorities of the countries involved so that policies may be written in United States companies to follow the tourist.

The program would involve use by United States companies of native adjusters of the various countries and the use by companies in those countries of U. S. adjusters in settling losses on their tourists to the United States. It would be necessary to provide that U. S. companies have the right to maintain a reasonable number of U. S. supervisors south of the border so that they could have direct control over the claim situation. Likewise, it would be necessary to permit Latin American companies to supervise their U. S. offices with their own nationals.

The U. S. companies shun extending their coverage south of the border, Mr. Lemmon said, on the theory that the laws and attitude of such countries are unfavorable, that facilities are lacking to give service to policyholders and besides adjusters might get into trouble if they were assigned to those countries. As to the matter of laws and attitude of Latin American countries, Mr. Lemmon said the U. S. insurers have in mind the laws that were enacted in Mexico a few years ago that prompted American and British companies to withdraw. The principal requirement of that law is that surplus realized on business written in Mexico must remain in that country or be invested in Mexican securities.

Got Back by Reinsurance

When the withdrawal took place, insurance people who represented American and British insurers with the aid of banking and financial institutions organized Mexican insurance companies and today American companies find it a profitable and fertile reinsurance field.

As a matter of fact, Latin American countries are extremely cordial towards us and the good neighbor policy and the war have bound this country very closely to Latin America. As to the lack of facilities, he said it would be too expensive and otherwise impracticable to send U. S. adjusters into these countries to settle all losses. The Texas department has made an investigation and has found that no law of any country would be violated by an American tourist carrying insurance in a U. S. company.

Repair facilities are fairly adequate along the completed section of the Pan American highway. In the event of accident involving personal injury, the criminal responsibility laws are not automatically invoked without reason. Criminal liability laws operate in about the same fashion as the negligent homicide statutes in this country. The average cost of automobile B. I. claims is far less than the average claim cost in this country.

Mr. Lemmon suggests that by insuring U. S. tourists in Latin America, insurers would get a first hand taste of conditions south of the border and would be in a better position to determine whether it would be advisable to become licensed in those countries and operate there.

Minn. Rate Hearing Dec. 10

ST. PAUL—The Minnesota compensation insurance board will hold a hearing here Dec. 10 to consider proposals of the Minnesota compensation rating bureau on 1946 rates. It is assumed the bureau will renew its request for an increase, which was rejected at a special hearing last spring. At that time the bureau asked an overall increase of 7.4% to take care of increases in compensation made by the 1945 legislature.

Michigan Mutual Slated to Get State Car Cover

LANSING, MICH.—Despite bitter opposition from agency sources, the state administrative board is prepared to award the contract covering some 2,500 state-owned motor vehicles against public liability and property damage to Michigan Mutual Liability which bid \$20,678 for a year's coverage. The bid was recommended for acceptance by the board's finance committee after analysis of seven bids submitted. The bid, which provides for no commission payment whatsoever, was second low, the lowest being that of Emmco Casualty at \$14,183. The coverage provides \$25,000-\$100,000 P.L. limits and \$5,000 P.D.

Committee members indicated that Michigan Mutual Liability's proposal was accepted in preference to Emmco's because of service and adjustment services offered by the former's extensive branch office and adjustment facilities in the state. The Emmco bid was not detailed and there was no information provided as to whether it intended to pay commission or not.

Reject Retrospective Rating

Several bidders offered retrospective rating plans but the committee expressed the feeling that, because of a lack of experience data, it would be unwise, at least for the first year to accept any such plan.

Other bids were: Hartford Accident, \$35,442; Travelers, \$31,260; Standard Accident, Columbia Casualty, both \$29,772; Auto-Owners, Lansing, \$25,520 without commission, \$27,913 with commission. Retrospective proposals were: Michigan Mutual, 75% minimum to 114% maximum of guaranteed cost; Hartford, 58% to 136%; Standard and Columbia, 50% to 150%.

Anchor Honors Servicemen

Anchor Casualty of St. Paul was host to its returning servicemen at the windup of its victory bond rally. Employees subscribed well over the quota. The double celebration was staged at the home office. A turkey dinner was served after a short talk by R. V. Mothersill, president. Henry Guthunz, executive vice-president, and A. L. Roach, vice-president, assisted in the festivities. Returned servicemen were: Lt. Comm. Goe Terrell, Maj. John Prins, Sgt. Carl Peterson, Capt. James Devereaux; Lt. John Pfander, Navy Lt. N. C. Norell, Pfc. Dale Riegel and Capt. Robert Peasley.

Fire, Casualty and Surety Reinsurance

Excess Covers

EXCESS UNDERWRITERS INC.

90 John Street, N. Y.

BEekman 3-1170

Chicago Office
INSURANCE EXCHANGE BUILDING

Score Sick

Extension to include ing sickness disregarding ship between this defect sickness pl in Rhode assistant a Association fore the le Hygiene F stitute in M which elim sibility and ployes in th more than claim paym ants.

Lists Disad

These di Rhode Isla rooting a sick benefi principle o unit. Seco because of fits and the compensati be changed ommendatio upon. Th state fund money and become no surance the is the emp al relation other helps from which lated and claims. Fo ployer mak administrat hardships o eliminating ing.

N. H. Deve

Mr. Pike development Hampshire to provide benefits wi employed u ministration was done o problem on the benefits ing being not, they every empl are provid through hi some insur self-insured thing like cept that p employe co ments are payroll.

May Be Pi

Mr. Pike shire bill a the present at all certa first becau tem of ope ages and is ing the fie and second proposal's fully expl

Possible S

"But if y erage," he stitute plan sation whic preserving proper uni it should b sory insur tablish co Furthermo benefits th are justified all benefits

Scores Compulsory Sickness Plans

Extension of unemployment insurance to include payments for time lost during sickness has the disadvantage of disregarding the fundamental relationship between employer and employee and this defect characterizes any compulsory sickness plan such as that in operation in Rhode Island, said Albert Pike, Jr., assistant actuary of the Life Insurance Association of America in his talk before the legal section of the Industrial Hygiene Foundation at the Mellon Institute in Pittsburgh. The type of plan which eliminates employer from responsibility and deals instead with all employees in the state as one unit results in more than a mere wastage of money in claim payments to undeserving claimants.

Lists Disadvantages

These disadvantages are first that the Rhode Island plan has succeeded in uprooting a number of well established sick benefit plans that were based on the principle of the employed group as a unit. Second, there is waste of money because of over-liberal maternity benefits and the duplication with workmen's compensation insurance while this could be changed by statute, the necessary recommendations have not been acted upon. Third, putting money into a state fund means that it is everybody's money and everybody's money is apt to become nobody's money. In group insurance the best unit of administration is the employed group where the natural relationship of one employee to another helps protect the common purpose from which the insurance plan is formulated and this helps control unjustified claims. Fourth, elimination of the employer makes it necessary to have tight administrative controls which work hardships on deserving claimants while eliminating only some of the undeserving.

N. H. Development

Mr. Pike said that a very interesting development has occurred in New Hampshire where an attempt was made to provide universal coverage for sick benefits without getting away from the employed unit as the proper unit of administration. In New Hampshire work was done on a bill which approached the problem on the theory that payment of the benefits is the real issue, the financing being somewhat secondary. Why not, they said, have a law requiring every employer to see that sick benefits are provided for his employees either through his own payroll or through some insurance company or through a self-insured plan? It would be something like workmen's compensation except that provision would be made for employee contributions even when payments are made out of the employer's payroll.

May Be Pigeon-holed

Mr. Pike said that the New Hampshire bill appears to be pigeon-holed at the present time, and that he was not at all certain that it is the right answer first because the present optional system of operation has very great advantages and is doing a good job in blanketing the field for cash sickness benefits and second because the New Hampshire proposal's workability has not been fully explored.

Possible Substitute Plan

"But if you must have universal coverage," he said, "here is possible substitute plan for cash sickness compensation which achieves the purpose while preserving the employed group as a proper unit of administration, without, it should be noted, establishing compulsory insurance even though it does establish compulsory benefit payments. Furthermore it makes practical higher benefits than the minimum where they are justified instead of tending to reduce all benefits to the statutory minimum as

in Rhode Island. The plan is worthy of study and I mention it because of many of these cash sickness compensation programs are being proposed in various states without proper exploration of the various possibilities."

Mr. Pike emphasized the difference between plans to provide adequate medical and hospital care and those compensating for wage loss during sickness. He said that no two are sufficiently alike to be classed under one heading because they represent provision for sick people but the problem of medical and hospital care can never get very far away from the problem of securing the services of the doctors and the hospitals while compensation for wage loss on the other hand involves very little of the service of the doctor but a lot of employer-employee relationship. He said it is necessary to recognize that in cash sick benefit programs the employed group is the natural and hence proper unit of administration and that wages and sick benefits must be closely integrated in each company according to the actual conditions existing there rather than according to over-all average conditions existing throughout some broad area which is a whole state.

U. S. F. & G. Fetes D. D. Patrick

U. S. F. & G. tendered a dinner at Syracuse for Donald D. Patrick, manager to commemorate his 25th anniversary with the company.

Sixty-five employees attended. Syracuse guests included Mrs. Patrick, Harry F. Ogden, president and C. Breckinridge Gamble, vice-president of F. & G. Fire.

Carmen A. Murray, superintendent of the attorneys list department, acted as toastmaster. Dr. R. E. Fenner presented Mr. Patrick on behalf of the Syracuse office staff a wrist watch. On behalf of U. S. F. & G. Mr. Ogden presented Mr. Patrick with a silver water pitcher and tray, and on behalf of F. & G. Fire silver goblets.

Mr. Patrick started in the Davis, Jenkins & Hakes agency at Cortland, N.Y. He joined U. S. F. & G. in 1920 and with the exception of two years at the home office he has spent the entire time at Syracuse.

Standard Accident Education Plan

A 13 week course of study and training in insurance principles and practices will be available to employees and agents of Standard Accident and Planet through the new educational department, the first class getting under way Jan. 7.

The school is a permanent part of the company program. All training course classes will be held at the home office, and will be conducted in a separate well-lighted and well-ventilated wing. Because of the intensive nature of the instruction, the classes will be somewhat limited in size.

The first six weeks of the course of study will comprise an analysis and discussion by means of actual cases of the more popular forms of coverage of casualty, fidelity and surety and fire and inland marine insurance. The other seven weeks will continue the work of the first six, as well as the study of other forms of coverage in each line. Underwriting and rating will be analyzed. An opportunity for practical work in preparing surveys and is servicing accounts will be given each student.

Course in public speaking to be conducted by competent men will run for the entire 13 weeks. Training of company employees will continue for an additional time, either in departments in the home office or in a field office. Agents may make special arrangements for the additional training of their employees who wish to specialize in a particular line. There is no tuition charged. In the case of agents and their employees, all transportation and living expenses must be paid by the student. However, the company will pay an allowance of \$25 a week to the agency to aid in defraying the living expenses of each representative of the agency while attending the school.

Application has been made for approval of the school so that benefits under the G. I. bill of rights may be available to veterans who are agents for employees of agents. These benefits are not available for company employees. M. J. Pierce is manager of the educational

department. Instruction will be by experienced insurance men under the guidance of men skilled in the best methods of teaching.

Lincoln American Casualty Bond Manager in Detroit

Earl R. Lincoln has been made bond department manager of American Casualty's Detroit office. He has been in insurance work more than 19 years and before joining American Casualty was in the home office bond department of Standard Accident.

Freeport Motor Casualty Names Raff Special Agent

Lawrence A. Golz, manager of the metropolitan office at Oak Park, Ill., of Freeport Motor Casualty, has appointed Marvin Raff special agent. Mr. Raff has had 23 years experience in property and liability insurance, and has been connected with Springfield F. & M., Automobile of Hartford, and for the last nine years with Emmco.

R. T. Johnson will handle bodily injury claims at the metropolitan office. He has been with the company a year and prior to 1944 was a special legal investigator for the Chicago Surface Lines. Mrs. E. M. Mott will handle office service work on physical damage claims. She has been with the company eight years.

Edwin J. Reid, assistant casualty manager in the western department of the Aetna Fire group in Chicago, died this week after having been in ill-health for some time. He had been in the insurance business at Chicago for 35 years. Mr. Reid started with Critchell, Miller, Whitney & Barbour. Then he did casualty underwriting for Fred S. James & Co., and became casualty manager of Standard Accident there. Later he was a casualty underwriter for Standard Surety & Casualty in the Chicago and Cook county branch office, associated with Manager A. J. Couch. After two years he went with the western department of Standard S. & C. and Century Indemnity as assistant manager, a post which he held for five years.

• • • an outstanding
opportunity for a • • • • •

Compensation Claims Manager

This is a new position with our company, made necessary by the fast development of our compensation business. We can therefore offer an unusual opportunity to a man thoroughly familiar with Compensation, in Illinois, Indiana, and Michigan.

He will be in complete charge of Compensation claims.

He will be backed by a sound underwriting policy and a fully developed engineering service.

He will be in a key Home Office position with a leading multiple line capital stock company located in the Middle West.

A man of executive calibre with a broad background in handling Compensation claims, can find in this position an assured future.

In writing, please give sufficient information to arrange for a personal interview. All correspondence will be treated as confidential.

Box D-88
The National Underwriter
175 West Jackson Blvd.
CHICAGO 4, ILL.

Residence Theft Getting to Be "Pen & Pencil Set" Policy

Burglary experts continue to rue the loss records the residence and outside theft contract is producing and the opinion is unanimous that some corrective measure or measures will have to be taken. The use of a deductible, perhaps of \$15, applicable to mysterious disappearance losses is the answer that is most frequently advanced.

It has become obvious that almost everyone during the course of the year loses something of value and that a few of these policies will be allowed to lie dormant in the files throughout the year. One of the largest insurers, it is reported, has paid for 750 fountain pens and pen and pencil sets that have disappeared and to some in the trade the policy has become known as the pen and pencil set policy.

The loss ratio, it is believed, is well

over the 50% mark and there is no prospect of relief because people will continue to go on losing their fountain pens, umbrellas, sun glasses and other effects. Most observers believe that a deductible that would dispose of the claims of this type of article would convert the policy into a tolerable underwriting proposition for the insurer. The loss of articles valued at more than \$15 is not nearly so prevalent.

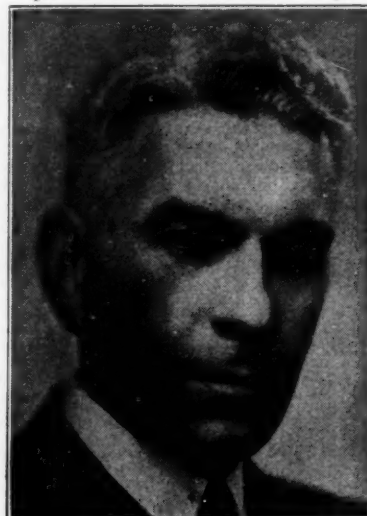
Employees' Titles Revised

With a view to providing certain groups of employees with titles that more clearly signify their duties, Standard Accident has changed the titles of its special agents, payroll auditors, and claim adjusters.

Those previously known as special agents are now known as field representatives. Payroll auditors are now known as field auditors. Claim adjusters now carry the title of claim representatives.

Sawyer Resigns to Enter Law Practice in N. Y. C.

NEW YORK—E. W. Sawyer, attorney of the National Bureau of Casualty & Surety Underwriters, has resigned effective Nov. 15. He will engage in the private practice of law, specializing in insurance consultation work and the representation in the eastern states of legal departments of companies located



E. W. SAWYER

at a distance from the eastern seaboard.

Mr. Sawyer's work at the bureau included a great deal of contact with member companies and with producers. At one time or another he has addressed most of the agents' associations throughout the country. His work on comprehensive liability coverage has been a notable contribution to making insurance more understandable and salable and is a project on which he embarked many years ago. He is the author of a book on the subject, as well as an earlier one on automobile liability insurance. Mr. Sawyer's latest book, "Insurance As Interstate Commerce," will be published shortly.

While with Liberty Mutual, Mr. Sawyer spent his first year on claims work, after which he was transferred to the legal department, later becoming assistant general counsel. While working on standardization of contract forms Mr. Sawyer did a great deal of work as a representative of the American Mutual Alliance in cooperation with a representative of stock companies. In the same manner he served with the forms and legal committees for the National Council on Compensation Insurance, the New York Compensation Insurance Rating Board, the Massachusetts Compensation & Automobile Bureau, and other organizations.

Mr. Sawyer has made a notable reputation as a keen analyst and clear thinker, his particular forte being policy coverages, in which field he was a nationally recognized authority even before he joined the bureau in January, 1939.

At the bureau his work included the supervision of activities involving underlying questions of law, whether problems growing out of legislative enactments or the analysis and application of legal principles in connection with the development and modernization of basic casualty coverage and manual rules. He has made a particularly thorough study of problems growing out of the U. S. Supreme Court's decision in the Southeastern Underwriters Association case.

A native of North Anson, Me., he attended the University of Maine college of law. He was admitted to the bar in 1913. He was first associated with a law firm in Augusta and then re-

E. C. Stone Addresses Mass. Surety Group

BOSTON—The operations of agents and brokers in Massachusetts will be hampered unless the state passes new laws before Jan. 1, 1948, Edward C. Stone, U. S. manager Employers Liability, asserted in addressing the annual dinner of the Surety Underwriters Association of Massachusetts on "Looking Ahead into the Fidelity and Surety Business."

Mr. Stone brought out that the Polish National Alliance decision had so broadened the scope of the S.E.U.A. ruling that it brought nearly every producer in every line under the federal trade commission authority as being indirectly connected with interstate commerce.

The speaker analyzed all the federal acts affecting insurance recently passed and outlined what action the state legislature would have to take at the present time and what would be necessary in 1948.

He expressed himself as opposed to pre-determined rates made by a state official and referred to the many failures of liability companies in Massachusetts following the promulgation of inadequate automobile rates by an insurance commissioner.

Mr. Stone argued that since the present form of limitation of investments by insurance companies had worked so successfully it might be well to adopt a similar plan as regards rates by passing a general law permitting insurance companies to make their own rates, stipulating only that such rates should be "adequate, reasonable and non-discriminatory" and providing that the commissioner might intervene only and if such conditions were not adhered to.

Many Return to Employers

The Employers group at Chicago has had a number of men in service return to their posts. These include Robert J. Hegi, claim department; Elmer Kissane, claim department; Gordon S. Russell, compensation and liability department; James W. Riley, special agent, Springfield, Ill.; Jerome Meservey, special agent, Chicago; Albert H. Brunet, bond department, Chicago, who has been transferred to the Pacific Coast bond department; Walter E. Martin, engineering, Chicago and Anton Valukis, claims, Chicago.

Name Auto Law Administrators

Edward J. Barrett, secretary of state of Illinois, has appointed Don E. Chamberlain, Springfield newspaper man, to head the new division in his office that will administer the Illinois automobile financial responsibility law, effective Jan. 1. Benjamin T. Donne, Springfield, former securities clerk under previous state treasurers, was named assistant director of the new setup. Recently Mr. Donne has been chief clerk of the motor filing division in the secretary of state's automobile department. Chamberlain has been chief of the United Press Springfield Bureau since 1929.

Propose Compulsory Plan

REGINA, SASK.—A blanket compulsory automobile insurance plan, written through the new Saskatchewan government insurance office is being studied by a committee, according to C. Fines, treasurer of the Cooperative Commonwealth Federation's provincial government. The plan, which may be submitted to the legislature next February, calls for a \$5 increase in license fees to cover the insurance.

turned to North Anson to practice law until 1925. The last four years of his residence in Maine he was judge of the Western Somerset municipal court. He began to practice in Massachusetts in 1926 and the following year joined Liberty Mutual, remaining there until going to the national bureau.



**"WHAT
A
MISTAKE
I
MADE!"**

BIG DAMAGE SUIT PENDING—NO DRAM SHOP LIABILITY INSURANCE POLICY

The building may be sold by court order to satisfy a judgment.

Yes—it is a big mistake for the owner of a building in which there is a tavern, restaurant or club serving intoxicating beverages, to be without Dram Shop Liability Insurance.

Courts and juries seem to favor the "have nots." The "have" must pay.

INSURANCE IS THE ONLY PROTECTION

For Best Terms Address

A. F. SHAW & CO., INC.
CHICAGO, 175 W. Jackson Blvd. Phone WABASH 1666



SEABOARD SURETY CO.
80 JOHN ST., NEW YORK
C. W. FRENCH, President

Specializing in

**FIDELITY, SURETY and
FORGERY BONDS**

Bank Ag Is Off to In Mich

To launch first cooperative campaign plan, approved by Lincoln Park, met with all banks of Isle County.

The bank of the Dow association. T. ced by a by Guy E. Lincoln Park.

The agent close-up of campaign, member bank in newspaper to be supplied with cards and

The firm solidly behind was pledged every bank cooperate financing and cedure were bankers.

The advertisement outlined by man & Betting agent to the bank a complete drive. Each by the bank folders, blotter. Agent names of the ally imprint the agents.

Banks co- Park Bank, State Savin Rouge Savin ples State B Trenton, and Wyandotte.

F. E. Bank, is acting supervising ex Similar ca man & Betting individually, by more than country.

PLAN DISC

KALAMAZOO ASSOCIATION was host to the Kalamazoo the Kalamazoo association at bank-agent was discussion's motion shown.

With an was believed toward laying development a number of that the plan actual advantage

Speakers special report and a form manager; W. tary-manager Fred Walte association. plan fully a coordination public.

Mr. Hilde of the plan

INSURANCE NEWS BY SECTIONS

MIDDLE WESTERN STATES

Bank Agents Auto Plan Is Off to Solid Start in Michigan Area

To launch what is believed to be the first cooperative inter-city promotional campaign on the bank and agent auto plan, approximately 75 agents of Wyandotte, River Rouge, Trenton, Ecorse, Lincoln Park and Flat Rock, Mich., met with officers and loan managers of all banks of these communities at Grosse Isle Country Club.

The banks represented are members of the Down River Clearing House Association. The meeting, which was preceded by a banquet, was presided over by Guy E. Pooley, president of Ecorse-Lincoln Park Bank.

The agents were given an advance close-up of the aggressive advertising campaign, sponsored jointly by all the member banks, that will break shortly in newspapers covering all six cities, to be supported by direct-mail, bus cards and other media.

The firm intention of the banks to get solidly behind the bank and agent plan was pledged by Mr. Pooley. He said every bank in the down river area would cooperate fully with the agents on financing and insurance. Forms and procedure were discussed by agents and bankers.

The advertising program, which was outlined by Irving C. Beckman of Beckman & Beerbohm, Inc., Detroit advertising agency, will include, in addition to the banks' own identified campaign, a complete agent-to-assured direct-mail drive. Each agent is being furnished by the banks with a year's supply of folders, blotters and other mailing material. Agent material will not carry names of the banks, but will be individually imprinted with the signatures of the agents, themselves.

Banks cooperating are Ecorse-Lincoln Park Bank, of Ecorse and Lincoln Park; State Savings Bank, Flat Rock; River Rouge Savings Bank, River Rouge; Peoples State Bank and Trenton State Bank, Trenton; and National Bank of Wyandotte and Wyandotte Savings Bank, Wyandotte.

F. E. Henig, Wyandotte Savings Bank, is acting as coordinator and is supervising execution of the program.

Similar campaigns, prepared by Beckman & Beerbohm, are being used individually, in cooperation with agents, by more than 100 banks throughout the country.

PLAN DISCUSSED IN KALAMAZOO

KALAMAZOO, MICH.—The Kalamazoo Association of Insurance Agents was host to a joint dinner meeting with the Kalamazoo Bankers Association and the Kalamazoo Automobile Dealers Association at which the newly developed bank-agent automobile financing plan was discussed and the National association's motion picture on the subject was shown.

With an attendance of 78, the meeting was believed to have accomplished much toward laying a solid groundwork for development of the program locally with a number of dealers expressing the view that the plan was feasible and of mutual advantage to all concerned.

Speakers included Harold Eberle, special representative Aetna Casualty and a former bank loan department manager; Waldo O. Hildebrand, secretary-manager Michigan association, and Fred Walter, president Kalamazoo association. Mr. Eberle explained the plan fully and gave details of its proper coordination to serve the car-buying public.

Mr. Hildebrand discussed organization of the plan and listed its principal pub-

lic benefits such as net savings in finance cost; improved insurance service and coverage, and assurance to the buyer that no gaps are left in his protection. Mr. Walter urged that the program be utilized fully in the Kalamazoo field.

Maj. Rider Back as a Broker

Maj. Cal Rider, general broker associated with A. W. Shell & Co., Cincinnati, has returned to civilian life after serving in the army for the third time. He enlisted in 1916 and served on the Mexican border with the federalized Illinois national guard, and again in 1917 with the First Infantry of the Illinois national guard, which became a part of the 33rd division, participating in the Somme and Meuse-Argonne offensives. Mr. Rider was commissioned a second lieutenant on the Somme and later was gassed and wounded in the Argonne.

In 1942 he was ordered to active duty and assigned as chief of the Army Exchange Service insurance branch. He became a major and was responsible for development and administration of insurance plans and programs embracing all PXs and their employees throughout the world, with annual premium expenditures approximating \$5 billion.

T. M. Hussey Leaves Local Agency

Ted M. Hussey, partner in the Hussey Insurance Agency, Topeka, has withdrawn to devote his time to the Hussey & Hussey general agency, in which he will be associated with his father, L. T. Hussey, at one time Kansas state fire marshal, and operate his general agency of Equitable Life of Des Moines. T. M. Hussey recently returned from the South Pacific where he was a major with the army air forces.

Partners in the Hussey Insurance Agency are now Glenn D. Hussey, a former president of the Kansas Association of Insurance Agents, and Erwin Keller, who was named vice-president of the Kansas association last week.

Bank-Agent Film Shown

MILWAUKEE — The Milwaukee Board witnessed a showing of the film, "Bank Insurance Agency Automobile Financing Plan," by Urban Krier, executive secretary of the Wisconsin Association. Mr. Krier also displayed the Connecticut membership cup awarded the Wisconsin association at the N.A.I.A. convention in Chicago.

Wednesday evening Mr. Krier showed the film in Lake Mills at the Jefferson County Association of Insurance Agents monthly dinner meeting, with bankers of the county as guests.

Bank-Agent Plan Kenosha Topic

KENOSHA, WIS.—The agent-bank plan of insuring and financing automobile purchases and the new Wisconsin motor vehicle safety responsibility law which becomes effective Jan. 1 were the topics of discussions at the November dinner meeting of the Kenosha Association of Insurance Agents. New officers will be elected at the December meeting.

Several Bad Kansas Fires

Kansas suffered a series of bad fires last week including total loss to the rural high school at Wakefield; \$25,000 damage to the gymnasium at Ottawa University following a boiler room explosion; \$150,000 loss to the Skelly Refinery at Eldorado; four brick store buildings at Fulton for \$25,000 loss.

Sullivan on Indiana Program

Commissioner William A. Sullivan of Washington will address the annual

meeting of the Indiana Association of Insurance Agents at Indianapolis Nov. 30. Immediately following the meeting, he will go on to Grand Rapids, Mich., for the winter session of the National Association of Insurance Commissioners, Dec. 1-5.

Dwight Pearce of Gregory & Appel of Indianapolis has been appointed general chairman for the annual meeting.

Name Wis. Executive Committee

Ben F. Fronk, Manitowoc, president Wisconsin Association of Insurance Agents, has appointed the new executive committee. It includes Chester Uehling, Beloit; F. Lee Conroy, Fond du Lac; Robert Hirschinger, Baraboo; Arthur R. Setz, Waterloo, and W. Dell Curtis, Wausau. The officers and executive committee will meet in Milwaukee later this month, at which time President Fronk will announce other committee appointments.

Defer St. Louis G. I. Course

ST. LOUIS—The G.I. refresher class of the Insurance Board of St. Louis, which was scheduled to open November 5, has been postponed to Dec. 3 to permit additional students to enroll. A number of former service men have indicated a desire to take the course.

Howe Rejoins Ames Agency

George E. Howe has been appointed special agent in the general agency department of the La Grange Insurance Agency, Ames, Ia., which is general agent of Washington National. Mr. Howe has returned to the agency after having traveled Iowa for the Morrison & Co. general agency the past few years.

Graham Makes Detroit Change

Fred Graham, formerly of Aetna Casualty and more recently with the Ginsburg agency in Detroit, is now associated with the Alexander H. Sibley Co., Dime building, Detroit.

Plan Dinner for Preston

MINNEAPOLIS—A testimonial dinner for Frank S. Preston, former executive secretary of the Minnesota Association of Insurance Agents, is being tentatively arranged for early in December at Minneapolis. At the recent annual meeting the dinner was decided on because of the long service Mr. Preston had given the association.

Organize Darke County, O.

The Darke County Insurance Men's Association has been organized at Greenville, O., with 24 charter members. Sheldon Vannoy of Greenville is president; Carl Peschke, Versailles, vice-president, and V. S. Cassell, Greenville, secretary.

Name Two Ohio Committees

Leeds Bronson of Hamilton, president of the Ohio Association of Insurance Agents, has named two of his committees. Gustav May, Cincinnati, is chairman of the finance committee and Harry T. Minister, Columbus, heads the legal defense committee.

Ream Heads Cuyahoga Board

Lowell F. Ream, head of Lowell F. Ream & Co., was installed as president of the Cuyahoga County (O.) Board. He succeeds Clyde B. Aldridge, George B. Baer agency.

Stauffer Dayton Toastmaster

Wallace E. Stauffer, past president of the Dayton Fire & Casualty Underwriters, will be toastmaster at the banquet following the one-day fire and casualty insurance educational conference at the

University of Dayton Nov. 20. Robert L. Moulton, newly-appointed director of the Ohio department of commerce, will attend. The insurance division is under his direction.

NEWS BRIEFS

The fall party of the K. C.-Jones Club, employe organization of Kansas City Fire & Marine and R. B. Jones & Sons, will be held Thursday evening.

Capt. Harry G. Croy, who has been in the army 54 months, has returned to the Haverstick agency, Waukesha, Wis.

Officials of Integrity Mutual, Appleton, Wis., are conducting a series of district meetings for agents and policyholders. Speakers include F. C. Jesse, secretary; William Spanagel, sales manager, and Stanley Gillespie, underwriter. A fire prevention film is also being shown.

John B. Wolf, who recently opened his own agency in Indianapolis after 10 years as manager of the A. J. Wichmann agency, has become manager of the insurance department of the Fidelity Trust Co.

Maj. James F. Mulqueen has returned to Council Bluffs, Ia., to take over the agency of his father, the late James P. Mulqueen. He served in the army for five years.

The St. Louis Court of Cats Meow will hold its Thanksgiving stag party Nov. 20.

David V. Foley recently observed his 40th anniversary with the St. Louis Fire Prevention Bureau and the Missouri Inspection Bureau, of which Paul W. Terry is manager.

The Kelly & Garver Agency has opened a new office at 316 West Market street, Sandusky, O., occupying the entire first floor. Russell Kelly and C. O. Garver are beginning their fifth year as partners in their own building. Mr. Garver for many years was Indiana and Ohio state agent for Pawtucket Mutual.

Harriet Harwood of the J. L. Hudson Co. speakers' bureau, reviewed current books at a dinner meeting of the Insurance Women's Club of Detroit.

The bank and agent auto plan film is being shown at a dinner meeting Thursday of South Bend-Mishawaka Association of Insurance Agents.

The Insurance Women of Topeka held a dinner meeting preceding the annual convention of the Kansas Association of Insurance Agents there. At a luncheon held during the state meeting for insurance women attending the convention, Milton Mays, director Business Development Office, spoke.

Robert Cashen, local agent at Genoa, O., has taken John Wood, II, in as a partner.

SOUTH

Have Full Program for Miss. Meeting

The fall business meeting of the Mississippi Association of Insurance Agents in Jackson Nov. 19-20, it appears will draw more than 250 attendance. Federal and state insurance regulation, with emphasis on the goal of keeping regulation and taxation of insurance companies and agents at home under the jurisdiction of the state, is the principal topic for discussion with E. C. Stone, U. S. manager of the Employers group, discussing "Public Law 15: What It Provides; and What to Do About It."

Commissioner White of Mississippi will review the department's recommendations to be made to the January session of the legislature for needed insurance legislation, and other department activities. W. S. Smylie, Meridian, Miss.,

association president, will preside. The directors will meet Nov. 19. Mayor Speed and L. O. Heiden, president Jackson association, will welcome the agents. Dr. J. Moody McDill of Jackson, pastor Fondren Presbyterian church, will give the invocation.

The afternoon session, Nov. 20, will be devoted to the association's internal affairs and to reports of the administration by President Smylie, and Theo. Hardy of Vicksburg, state national director. Subjects to be discussed include automobile liability and property damage rates, tax inequality among different types of insurance carriers, improvement and broadening of insuring forms, automatic extension of improved covers, reported formation of a cooperative casualty insurance company in Mississippi, and the bank-agent auto finance plan.

A large number of returning veterans, members who have been in the armed forces, is expected to attend. A program of cooperation in placement of servicemen desiring to enter the insurance business will be advanced.

W. F. Flautt, Tutwiler, is vice-president; and Clant M. Seay, Jackson, manager.

No FCIC Citrus Crop Cover for 1946-47 Season

ORLANDO, FLA.—Investigation looking to insurance of citrus crops by the Federal Crop Insurance Corp. has not satisfied the directors that such coverage is feasible for the 1946-47 season, and further study of the question is being made. J. C. Wright, FCIC manager, stressed that if all-risk federal crop insurance is to become a permanent program, steps must be taken "to avoid a repetition of the substantial losses experienced under past programs."

The directors reported to J. W. Reitz of Orlando, member of the Florida advisory committee, that "the development and perfection of a sound and well rounded insurance program could best be obtained by placing emphasis on programs now in effect."

Mr. Wright has been directed to continue studies of citrus fruits, potatoes and peanuts for the purpose of offering insurance in 1947 on one or more of these crops "if experience and conditions justify."

Okl. Educational Conferences

OKLAHOMA CITY—The success of last year's educational program conducted by the Oklahoma Association of Insurance Agents has impelled the launching of a similar one for the current season. In October three educational conferences were held, each with a satisfactory attendance. At the two-day session in Bartlesville, "Fire Insurance and Allied Lines" was discussed by R. W. Crowe, Glens Falls, and R. E. L. Mugg, National Liberty. At McAlester, interest centered in "Public Liability" with Glen Duffy and Clay Ford, both with the U. S. F. & G., as speakers, and at Muskogee automobile insurance was the topic. Bert Ludlow, manager of Travelers, talked on bodily injury and public liability, and Z. M. Lang, American Alliance, on comprehensive and collision coverage.

Bank-Agent Film in Okla. City

Nearly 100 bankers and agents attended the showing of the bank-agent film sponsored by the Oklahoma City Insurance Exchange.

Radio Tower Loss of \$10,000

NASHVILLE, TENN.—The main steel broadcasting tower of radio station WLAC crashed last week during a wind and lightning storm. Owners say they are insured in full on the \$10,000 damage suffered. Inspection of the fallen tower, it is said, revealed that insulators to which guy cables were tied had been struck repeatedly by lightning, weakening the tower until the wind caused it to crash. The tower consisted of four sections of 80 feet and one of 30

feet, a total of 350 feet. The fact that the tower fell in sections prevented it from falling across the building in which the engineer was on duty.

Dallas Losses Below Houston's

DALLAS—If Dallas continues its low fire loss, Houston will have to eat crow early in 1946. Dallas losses the first 10 months were about \$250,000 less than for the same period in 1944, with a year's total to date of \$608,407. Houston's losses to date are \$1,305,474, compared with \$985,234 for the same period last year. Houston, however, had a lower fire loss for October, with only \$58,858 against \$80,515 for Dallas.

Deakin Joins Knoxville Agency

Ralph L. Deakin, with Wofford Bros. agency at Johnson City, Tenn., for 17 years, is now with the insurance department of Moore & Walker of Knoxville. He had served as secretary of the Johnson City Insurance Exchange since 1943.

Holman on Code Revision Group

NASHVILLE—E. T. Holman, Tennessee Inspection Bureau, recently appointed a member of a committee to revise Nashville's present system of construction laws, has been elected vice-chairman of the committee. It is understood new standards of materials and methods will be set instead of the present system of prescribing precisely what materials and methods shall be used for various purposes.

Seek Some Va. Hail Increases

RICHMOND—Decision was reserved following a hearing before the Virginia corporation commission on a petition of 35 companies writing hail insurance on growing crops for a small increase in rates in Campbell, Henry and Pennsylvania counties. The present rate varies from 6 to 7½%. It would remain the same for almost all counties in the tobacco region. The maximum increase asked for the three counties is only ½ of 1%. Witnesses for the companies said unpredictable storm and hail losses had been very severe in some Virginia counties, amounting to as much as 3½ times the premium income from a county in some instances.

Texas Women Hold Election

Sally Nowlin of San Antonio, special representative of Cravens, Dargan & Co., was elected president of the Federation of Insurance Women of Texas

at the convention in Fort Worth. Vice-presidents are Edith Openshaw of Houston, W. H. Kirkland & Co., and Mary Douglas Stephens, Beaumont, Charles Weinbaum agency; recording secretary, Gene Eudy, Lubbock, T. G. Woolley Insurance Claims Service; corresponding secretary, Helen Carney, San Antonio, Quirk & Co.; treasurer, Mittie Eason, Fort Worth, Commercial Standard.

Increase Chattanooga City Cover

CHATTANOOGA—Fire insurance on city property is being increased by \$1,484,275 to \$4,815,725 at an increased premium cost of \$2,500 upon recommendation of Frank H. Trotter of Trotter, Boyd & Keese, who is a member of the city school board. The change was found necessary to meet increased replacement and new building costs. The need of this increase was brought home by a fire loss the past year which revealed the inadequacy of present coverage.

NEWS BRIEFS

Maj. A. R. Marlow, who was with the Houston office of Fire Companies Adjustment Bureau for six years before entering service, has received his discharge and has been assigned to the San Antonio office.

Mrs. Esther Aldredge, newly elected secretary of the Insurance Exchange of Richmond, formerly operated her own agency in North Carolina. She is now manager of the insurance department of Pollard & Bagby in Richmond.

Buffington S. Mayer, Baton Rouge, La., was presented a 25-year certificate by Chester E. Farrell, Louisiana state agent of Security of New Haven.

The "out of town guest day" of the Insurance Women's Club of Oklahoma City was observed with a luncheon and open house. Helen Barr of the WKY broadcasting staff was the speaker. Theda Tunnell, president, greeted the guests and later called on Cairo Blackwell for the toast of the day. Guest members from Tulsa and other surrounding cities were entertained, including three associate members, Winnie Glasson of Durant, Vola Smith of Altus and Beulah Guild of Shawnee.

The Insurance Women of Birmingham held their annual "bosses night" party. Miss Margaret Skilling was chairman of the program and entertainment committee.

EASTERN STATES ACTIVITIES

Question License of Cab Firm

WASHINGTON—Postponed to a date not set was a hearing scheduled before Superintendent Jordan for Nov. 6 on a proposal to show cause why the insurance brokerage license of the Diamond Cab Service here should not be revoked. The proposal reportedly originated with Morris Bernstein, operator of a cab in the Diamond Cab Association and member of the taxicab operators union.

Diamond Cab Service holds a brokerage license for placing insurance on cabs bought by Diamond Cab operators and financed through the service.

Veterans Rejoin J. A. Montgomery

Four veterans have returned to J. A. Montgomery, Inc., Wilmington, Del. Charles F. Schall and Lewis P. McKinney are in the sales and underwriting department. While in the service Mr. Schall was commissioned as lieutenant colonel. He completed an advanced course for underwriting specialists at Hartford before returning to Wilmington. Mr. McKinney was a sergeant in charge of processing replacement officers.

William M. Freestate and Robert F. Clement are in the casualty department. Mr. Freestate served 41 months in the

Asiatic-Pacific zone. Entering the army as a private, he was commissioned a captain at Bougainville in the Solomon Islands. Mr. Clement was a sergeant of infantry in the Pacific for 39 months.

Utica Fire to Deviate in Pa.

Utica Fire is joining the Middle Department Rating Association for Pennsylvania Dec. 1, with a downward deviation of 20% from the rates.

NEWS BRIEFS

Miss Thelma Nurenberg, American correspondent for the largest women's publication in the Soviet Union, is addressing the dinner meeting of the Insurance Women of New Jersey at Newark Thursday on "Understanding Soviet Russia."

Wallace G. Bailey, special agent of Scottish Union, addressed the Rotary Club of South Deerfield, Mass., on "Fire Prevention in the Home."

Many St. Paul Employees Back

ST. PAUL—St. Paul Fire & Marine reports 90% of its employees discharged from the service are back in the company's employ. It had about 350 men and women in various branches of the service and around 70 of these have been discharged.

COAST

Hickman to Coast for Phoenix, Eng.

R. Allen Hickman, formerly manager of the Houston service office of Phoenix of London, has been appointed superintendent of agencies for the Pacific Coast department. He has been visiting the head office at New York for several weeks.

A native of Paris, Tex., he has spent his entire business career in the insurance business, first as local agent at Paris, and later as special agent for a general agency, which position he left in 1927 to join Trinity Universal as special agent in south Texas. He went with Phoenix in 1932 as state agent for the fire companies and in 1941 was appointed manager of the office for both fire and casualty companies.

As previously announced, Roy D. Montgomery, recently a local agent at Houston and previously state agent for Phoenix of Hartford, has been appointed manager at Houston.

Washington Agency Leaders Attend Seattle Meeting

SEATTLE—Thirty agency leaders from all parts of the state attended the fall session here of the executive committee and local board presidents of the Washington Association of Insurance Agents.

In the absence of F. W. Norgard, Yakima, chairman of the executive committee, who is recovering from a recent illness and is on a vacation trip to California, President A. W. White, Seattle, presided.

V. R. Lee, Chehalis, state national director, reported on the N. A. I. A. Chicago convention. He explained in detail the plans for setting up the Far-West Agents Conference on a more cohesive basis. Mr. Lee, who presided over the Far-West group conference at Chicago, told of the recommendation to the component state organizations that they send their respective contact committees to San Francisco at the same time for a joint meeting before conferring with the company representatives. In this way, he said, matters of common interest to agents of the western states could be thoroughly aired.

Irwin Mesher, executive secretary, presented a synopsis of the auditor's annual report. H. P. Sargent, Seattle, chairman of the code revision committee, reviewed recommended changes in the insurance code for presentation to the Washington department. Charles P. Carroll, Spokane, contact committee chairman; J. E. McGovern, Spokane, legislative, and H. H. Martin, Longview, membership, also reported.

The meeting concluded with a showing of the Aetna Casualty film, "The Bank and Agent Auto Plan in Action."

Oregon Rate Schedule for Dwellings Revised

PORTLAND, ORE.—The Oregon Insurance Rating Bureau has withdrawn exposure charges in rating dwellings under protection class 1 to 8, inclusive, unless the exposing building has a rate of \$2 or more. Exposure charges are set out in a revised dwelling circular and are shown in cents for different rate groups rather than as percentages of the exposure rate as before. This arrangement will likely result in a decreased charge in most cases, according to the bureau announcement.

The revision does not apply to published rates for risks only partly occupied as dwellings nor to rates on mercantile type risks, even though solely occupied as dwellings, and the published specific rates on such risks must continue to be used. In instances where the bureau has published rates on dwellings in

protected...
leted and...
quired by...
fore, all pr...
to risks o...
ings in pr...
nulled by...
of Nov. 1...
to take eff...
The bureau...
ment has...
ments in...
to be issue...
vision, the...
to continu...

Oregon S...

The Ore...
Agents ex...
afternoon...
land. Geo...
reported c...
three-way...
sation act...
Oregon leg...
son, state...
the Chicago...
association...
Chairman...
ton, annou...
In the ever...
Casualty...
Auto Plan...

New Los...

LOS AN...
Insurance...
series of N...
classes on...
compensat...
state insur...
be chosen...
bers of the...
pany perso...

Hutching...

G. Keith...
as a capt...

Cover Fin...

Is Liv...

WASHIN...
State Dep...
whether t...
government...
insurance...
by the Ur...
be placed...
ing to inf...
If that de...
favor of t...
possibilit...
the export...
derstood.

Before...
Chamber...
mittee in...
more rece...
ests have...
ferring wi...
subjects;...
the Ameri...
derwriters...
has been...
the matter...

They sa...
import ban...
man of it...
little or n...
It was poi...
not establi...
Leo Cro...
administr...
ing to rep...
and FEA...

Referred t...

The com...
cials of go...
State, Tre...
cultural de...
in determi...
volving pl...
government...

protected areas, such rates will be deleted and not republished unless required by unusual conditions. Therefore, all present published rates applying to risks occupied exclusively as dwellings in protected towns have been annulled by the bureau announcement as of Nov. 1, 1945, affecting policies issued to take effect on or after Sept. 1, 1945. The bureau will provide rates for apartment houses having over six apartments in a revision of general schedules to be issued soon and, pending that revision, the old rates on such risks are to continue.

Oregon Steering Group Meets

The Oregon Association of Insurance Agents executive committee held an afternoon and evening session at Portland. George W. Haerle, Portland, reported on plans for introducing a three-way optional workmen's compensation act at the next session of the Oregon legislature, and Vern J. Robinson, state national director, reviewed the Chicago convention of the National association.

Chairman Sprague H. Carter, Pendleton, announced committee appointments. In the evening the group saw the Aetna Casualty film, "The Bank and Agent Auto Plan in Action."

New Los Angeles Courses

LOS ANGELES—The Los Angeles Insurance Association will begin a new series of N.A.I.A. courses Nov. 29, with classes on public liability and workmen's compensation, aviation insurance and state insurance laws. The leaders will be chosen from among agent members of the association, assisted by company personnel.

Hutchings to Portland Agency

G. Keith Hutchings has been released as a captain in the army air corps and

has joined the Harvey Wells-Reed agency of Portland. He was manager in Oregon for Gould & Gould before entering service, and before that was field superintendent at Seattle of Great American Indemnity.

Show Aetna Film in Montana

Al Gildemeister, Aetna Casualty, Seattle, will tour Montana the first two weeks of December, showing the film, "The Bank and Agent Auto Plan in Action," before agents' meetings in 10 key cities. The tour is sponsored by the Montana Association of Insurance Agents. He also plans to show the film at a meeting of agents in Lewistown, Ida. Agents at Spokane will see the picture Dec. 17 and the same evening it will be shown at Wenatchee.

King County Luncheon Meeting

SEATTLE—At a luncheon meeting of the King County Insurance Association Nov. 27, President E. L. Smythe and Vice-president William Gasser will report on the N. A. I. A. convention in Chicago. The Aetna Casualty film, "The Bank and Agent Auto Plan in Action," will be shown. Company men are invited.

NEWS BRIEFS

Gordon Dunlap has resigned as Spokane manager for Gould & Gould, general agents, and has purchased the C. R. Butson agency, Baker, Ore.

Lt. Comm. Ed. M. Brown, president of the Brown General Agency, Seattle, has returned to civilian life and has again become active head of the firm.

Mrs. Marjory Willis, who was secretary of the City Insurance Agency 14 years and with local agencies there 22 years, has opened her own agency in the Wilcox building, Portland, Ore.

MARINE INSURANCE NEWS

Cover on Exports Financed by U. S. Is Live Issue

WASHINGTON—It is up to the State Department at present to decide whether the executive branch of the government shall require that marine insurance on American exports financed by the United States government shall be placed in the United States, according to information from official circles. If that department does not decide in favor of this policy, however, a second possibility exists in legislation to amend the export-import bank act, it is understood.

Before consideration by the U. S. Chamber of Commerce insurance committee in Chicago of this question, and more recently, marine insurance interests have had representatives here conferring with government officials on the subjects; among others, a committee of the American Institute of Marine Underwriters headed by Joseph T. Byrnes, has been active here in connection with the matter.

They saw Wayne C. Taylor, export-import bank president and acting chairman of its board, but reportedly got little or no encouragement from him. It was pointed out that the bank does not establish policies.

Leo Crowley, then foreign economic administrator, was sympathetic, according to report, but has since resigned and FEA has been dissolved.

Referred to Officials

The committee was referred to officials of government agencies, including State, Treasury, Commerce and Agricultural departments, who have a voice in determining such policies as that involving placing marine insurance on government-financed exports.

The marine interests brought their matter before the government's interdepartmental committee on foreign economic policy, where it is now pending. The State Department holds chairmanship of that committee.

Besides Taylor and Crowley, the marine committee saw Assistant Secretary of State Will Clayton; Frank A. Waring, Department of Commerce; Leslie Wheeler, Agricultural Department and other officials.

It is stated the committee has been in almost daily touch with government agencies concerned with their project.

The policy to date concerning insurance on government-financed exports has been not to interfere with arrangements between foreign purchasers and domestic suppliers, an export-import bank spokesman says, and let the insurance go to the open market.

Voice of State Department

However, the bank would accept a policy laid down by the State Department.

If the State Department will not do this, along lines desired by marine interests and the U. S. Chamber, an alternative could be to ask Congress for legislation. However, marine interests are reluctant to do that. It is said such legislation might result in embarrassment to the export-import bank.

To illustrate, the present law requires government-financed exports to be carried in American ships. Export-import has pending before it proposals for loans to finance exports to Norway and the Netherlands. Both being maritime nations, they want to carry these goods in their own ships, but the bank can't let them. However, marine interests say the insurance situation is different from shipping, because other countries than Great Britain have not adequate insurance facilities. Marine insurance on exports to many other countries

might go to Britain, domestic marine interests fear.

The French government is reported prepared to self-insure American government-financed exports to France.

Government-Financed Exports

American marine interests want coverage on government-financed exports placed in the open market, it is said. Under the plan proposed by the Institute of Marine Underwriters and U. S. Chamber it is understood domestic marine interests would be prepared to negotiate with the British to handle some of the insurance and coverage would flow in natural channels as before the war.

While American marine interests, it is said, would prefer, on general principles not to have the U. S. government interfere with handling of marine insurance on export cargoes, yet they are confronted by the fact that foreign governments interfere by requiring their export cargo insurance be handled by British or other specified underwriters, so, they feel the alternative is to obtain U. S. government help in securing business on government-financed exports.

Back New Canadian Conference, New Forms on Jan. 1

TORONTO—All companies writing personal property floaters in Ontario and Quebec have either applied for membership or indicated they will support the new Canadian Inland Marine Conference's rates, rules and forms, with the exception of North America and Chubb & Son. Those which have not applied for membership but have indicated support are: American, Canadian Fire, Fireman's Fund, General Security, Scottish Union & National, Shaw & Begg group, Union of Canton and Willis Faber group.

Company membership represents 85% of the business, and with the companies supporting the conference the total is more than 90%, according to Norman G. Bethune, Home, chairman, and Wilson E. McLean, acting secretary. As a consequence, rates, rules and forms will go into effect Jan. 1 on new business and Feb. 1 on renewals.

Changes in Form

The new changes are to be in form rather than in rate, the most important change being the adoption of a mandatory \$15 deductible clause applying to all perils at standard rates. This may be removed for an additional premium. This should not only improve the loss ratio but should also remove a great source of annoyance to both agents and companies without any real hardship to assured.

Cover is limited to the insured, the wife and/or husband and unmarried children of the same household. Other members of the family of the same household can be named by endorsement. Cover is restricted to Canada, Newfoundland, continental United States and Alaska. Cover on unscheduled jewelry, etc., is \$500 all situations except against loss from fire and supplemental perils in the residence when the full main item amount applies.

Water craft, goods in storage and fine arts coverage is more restricted. Sporting equipment is excluded from loss due to the use thereof and business equipment at other locations is more specifically treated. There are a number of other minor changes for the purpose of clarifying coverage but do not materially restrict it.

Mandatory Survey

Another important innovation is the adoption of a mandatory survey form applicable to all new business. This form is not to be binding on the assured or to form part of the policy. It is designed to develop proper insurance to value and to assist the agent in selling

the policy. It is claimed that far too many policies are sold on the basis of minimum premium only.

It is proposed to carry on an intensive educational campaign to explain the new form, rates and rules to field men and agents through co-operation with officers of the provincial agency associations. These associations have approved the work being done by the conference to stabilize the business.

Many Insurers Withdraw Rates to Philippines

Many insurers, it is reported, have withdrawn their ocean cargo rates on exports to the Philippines due to the fact that damaged port and transportation facilities are causing prolonged delays in unloading and in getting goods moved away from harbor areas. That means that special rates have to be quoted to insured operating under open policies and these, it is said run from 2 to 8% as compared with what would otherwise be about a 45-cent rate.

Many of the insurers, it is reported, are not willing to insure cargoes bound for the Philippines for those that do not have open policies.

Although the insurer is not liable for consequential loss due to delay, it is frequently difficult to distinguish between such loss and direct damage and, furthermore, the danger of direct loss is greatly increased by delay. Goods pile up at ports, are inadequately protected and are subject to damage from the elements and from fire, and the theft hazard is considerable.

Truck Hi-Jacking Wave Reported in Philadelphia

Existence of a major crime wave in Philadelphia, concentrating on truck cargo hijacking, is reported by "Babaco News," published by the truck alarm firm. In the past 30 days, there have been nine hijackings in the Philadelphia area, involving \$80,000 in cargo losses including shipments of woolens, cotton goods, cigarettes, liquor and miscellaneous items. Additional truck cargo thefts of over \$200,000 countrywide are reported in the same issue, bringing to \$1½ million losses of this type reported in the past six months.

It is also reported by "Babaco News" that reinsurers are greatly concerned by the rising tide of truck cargo losses and are closely checking all such lines, as many cases have been reported of loose underwriting where only a small share of the risk is retained, the bulk of the hazard being passed on to the reinsurer.

The November issue mentions that the army had Babaco alarms installed on the army trucks which were used in conveying the atomic bomb materials, though there was also armed protection on all these trucks.

One Insertion Completes New Employers Fire Form

A single sheet contract for insuring jewelry and furs has been issued by Employers' Fire. Called the "All-Risks Jewelry and Fur Policy," this new contract is designed so that it permits completion by typists at a single insertion, the filing face being on the bottom instead of the back. The new policies are set up with snap-out carbons.

NEWS BRIEFS

Lt. H. J. Lawrence, after 41 months in the navy, has resumed his position with the marine department of Fireman's Fund in Los Angeles.

At a meeting of the Marine Underwriters Association of Southern California in Los Angeles matters relating to the increase in the shipping industry were discussed.

A DIRECTORY OF RESPONSIBLE INDEPENDENT ADJUSTERS

DIST. OF COLUMBIA

NICHOLS COMPANY INSURANCE ADJUSTMENTS

All Lines—Representing Companies Only
Established 1921—Twenty-four hour Service
Washington, D. C., Woodward Bldg. Phone Met. 0316
Richmond, Va., Mutual Bldg. Phone Dial 3-8359
Baltimore, Md., Mercantile Tr. Bldg. Phone LEX. 6220
Winchester, Va., Masonic Bldg. Phone Win. 3858
Hagerstown, Md., Warham Bldg. Phone Hag. 798

FLORIDA

S. W. CARSON, Insurance Adjuster All Lines

Serving Central Florida from Two Offices
28 Wall Street 138 Ivy Lane
Orlando Daytona Beach
Phone 2-3346 Phone 2382
16 Years Experience

ILLINOIS

Phone Harrison 3239

THOMAS T. NORTH, INC.

Adjusters All Lines

175 W. Jackson Boulevard, Chicago 4

J. L. FOSTER

814 First National Bank Building
Springfield, Illinois

Fire - Automobile - Casualty

INDIANA

CENTRAL ADJUSTING CO. Consolidated Bldg., Indianapolis, Ind.

BRANCH OFFICES
EVANSVILLE 414 Old Nat'l Bank
FORT WAYNE 885 Lincoln Tower
MUNCIE 304 Western Reserve
HAMMOND 407 Lloyd Bldg.
SOUTH BEND 711 Odd Fellows Bldg.
TERRE HAUTE 6 Ball Building
RICHMOND 210 Medical Arts Building

EUGENE McINTYRE Adjustment Co.

All Lines of Automobile, Casualty and
Inland Marine
Eight East Market Street
Indianapolis
Branch Offices: Muncie, Indiana and
Terre Haute, Indiana

MICHIGAN

WAGNER AND GLIDDEN, INC. TOPLIS AND HARDING, INC. INSURANCE ADJUSTMENTS ALL LINES

Chicago New York
Los Angeles Detroit

MINNESOTA

MAIN & BAKER, INC.

GENERAL ADJUSTERS for the COMPANIES

816 Second Ave. S.
Minneapolis, Minnesota
Telephone MAIN 3448
Branch offices: St. Paul, Duluth, Minn.; Grand
Forks, Bismarck, N. D.; Sioux Falls, S. D.

OKLAHOMA

WOODARD CLAIM SERVICE

Attorney - Adjusters

403 Trademans Bank Building
Oklahoma City, Oklahoma
Investigation - Adjustment - Subrogation
All Insurance Lines
Phone Day 7-1116 Night 4-5782 9-5850

TEXAS

T. G. WOOLLEY INSURANCE CLAIMS SERVICE LUBBOCK NATIONAL BUILDING LUBBOCK, TEXAS

MY 10TH YEAR—SERVING WEST TEXAS
AND EASTERN NEW MEXICO

MOTOR

N. Y. Gives Grudging OK to Collision Rate Increase

NEW YORK—Removal of ration-card credits in the automobile collision rates in New York, which was reported in last week's issue, was reluctantly agreed to by the New York department in view of the 33% increase in rates granted last February, but the department found itself in the anomalous position of otherwise allowing a credit for a classification that is now non-existent, according to the formal decision issued by Deputy Superintendent Martineau. Hence the department had no alternative but to accept the filing.

Mr. Martineau said in his decision that the figures for the year ending Aug. 31, 1945, have now been collected by the N.A.U.A. and are presently being compiled and will be submitted to the department the early part of December at which time they will be carefully analyzed and rate adjustments made if necessary. "The filing is accepted with instructions to the N.A.U.A. to accelerate the introduction and use of its new statistical plan so that this department will have the benefit of adequate statistical data to support any future rate filing," he said.

The department also suggested the logic of adopting for collision insurance a classification of risks differentiated by mileage and use of automobiles somewhat along the lines used in liability insurance for private passenger cars.

CANADIAN

Windsor Car Seizures Bring Flood of Claims

WINDSOR, ONT.—When the strikers at the Ford of Canada plant seized automobiles belonging to innocent bystanders and placed these cars in a general blockade in front and around the plant to prevent police from entering the premises, they started a lot of trouble for some of the companies which carried insurance on the automobiles involved.

In all about 1,500 vehicles were seized by the strikers and many of the owners have already received payments under their insurance policies.

When it was learned that, legally, the city of Windsor was not in any way responsible for damage to automobiles, a barrage of claims was aimed at the companies and as a result many checks in amounts from \$5 to \$50 have been sent out. One or two of the claims ran up to \$100. The claims covered damage to cars and theft or tires, radios and small articles left in the cars.

New Western Canada Entries

Kansas City Fire & Marine has been licensed in British Columbia with J. G. Cochrane of Vancouver, as chief Canadian agent. Rhode Island has entered the western Canada field for fire and casualty; Queensland for fire, automobile and casualty; Granite State for fire.

Stead with Massie & Renwick

Massie & Renwick of Toronto have appointed Arthur E. Stead manager for Canada of the casualty department. Mr. Stead has been in the insurance business about 17 years, with Canadian Surety and Canadian Indemnity, the latter for more than 15 years.

Roberts with Service Fire

Harold Roberts, for the past eight years manager of the Baltimore office of Jefferson Adjustment Bureau, has joined Service Fire and has been placed in charge of claims and underwriting in the newly established Baltimore regional office. Mr. Roberts is most loyal gander of the Chesapeake Pond of the Blue Goose.

Burleson Is President, Jester V.-P.

(CONTINUED FROM PAGE 28)

members and the dues and that full advantage will be taken of this assistance. Mr. Burleson, who was raised to the vice-presidency during the year by the executive committee, is a competent and popular executive and the members have confidence in his ability to achieve these objectives.

The meeting opened with greetings from Mayor A. R. Kroppach of Davenport, to which Vice-president Burleson responded. After other greetings and introduction of officers and district directors, President Boeye gave his report.

Secretary J. S. Cutter, Shenandoah, reported the association in excellent shape, with a cash balance of \$2,661 and \$350 in government bonds. The National association allocation has been paid in full. Membership declined during the year from 380 to 357. There were 15 new members and 17 reinstatements, but four members died and 51 were dropped for non-payment of dues. The list does not include a number of agents in service who do not pay dues.

H. C. Brown, Mason City, past president of the Iowa association and chairman of the National association's accident protection committee, reported on state and national activities. He urged the agents to work for safe driving courses in schools and to promote their local safety councils. Mr. Brown, who is president of the Iowa state safety council, proudly reported that Iowa had won third place in last year's national safety program.

Following the talk of R. A. Thompson, Minneapolis, member of the national association executive committee, W. B. McIlhinney, Moline, insurance buyer for Moline Consumers Co., spoke at the

luncheon on what an insurance buyer expects of his agent.

The afternoon session opened with a discussion of the present insurance situation in the light of the U. S. Supreme Court decision in the Southeastern Underwriters Association case by Roger Kenney, Boston, insurance editor "United States Investor" and was followed by a forum discussion on the National association's booklet, "Bringing You Up to Date."

P. E. Jester, Des Moines, who was scheduled to lead the discussion, was unable to attend the convention. In his place, Mr. Cutter, with the assistance of State National Director C. D. Friday, Osceola, W. B. Brunk, Ottumwa, and Mr. Brown, distributed copies of the publication and urged every agent to study it carefully. Because of lack of time, discussion was limited to the automobile casualty changes. Mr. Brown asked J. C. O'Connor, Chicago, editor "Fire, Casualty and Surety Bulletins" and associate editor of THE NATIONAL UNDERWRITER, to explain the more important changes and indicate what changes may be expected in the future. Mr. O'Connor answered a number of questions from the floor after his talk.

After H. B. Weaver, Davenport, president and manager of the Morris Plan Co., had described the bank-agent automobile finance plan, the sound motion picture on this subject produced by Aetna Casualty and the National association was shown. Mr. Boeye urged each local board to arrange for a showing before its members and local bank-in groups.

The meeting closed with committee reports and election of officers at the annual dinner Mayor Kroppach made a hit as toastmaster and Jack Shelley, news editor of radio station WHO, described the American occupation of Japan and the Japanese surrender on the battleship Missouri, of which he was an eyewitness.

Your Best Hotel Value in Denver

Look First at the Shirley-Savoy
for Your Home-Town Friends



How Can I Sell MARINE INSURANCE?

You can't mister, if you live in the great open spaces where broncos are more popular than boats.

But you can sell marine insurance, even 'way inland, if your agency is near an industrial or manufacturing center. Every business that imports or exports materials or finished products to foreign or coastal ports and beyond to other inland destinations is a business that needs some form of marine insurance.

You know who your prospects might be—and you know that with the aid of marine specialists of the Marine Office of America you can write more than a hundred different kinds of marine insurance. Why wait? Get in touch with the nearest branch of the Marine Office now and start selling marine.

HEAD OFFICE AND
EASTERN DEPARTMENT
116 John Street, New York 7, New York

WESTERN DEPARTMENT
Insurance Exchange Bldg., Chicago 4, Ill.

SOUTHERN DEPARTMENT
Canal Building, New Orleans 12, La.

PACIFIC DEPARTMENT
340 Pine Street, San Francisco 4, Cal.

NORTHWESTERN DEPARTMENT
Colman Building, Seattle 4, Wash.



MARINE OFFICE of AMERICA

ALL CLASSES OF OCEAN AND INLAND MARINE INSURANCE

A POSTWAR PLAN YOU CAN USE NOW

A FEW SUGGESTIONS FOR INCREASING
YOUR BUSINESS

KNOW your insurance contracts. For the man who is new to the business and for the established producer as well, a thorough knowledge of the business is essential. Ætna representatives keep up-to-date through the Ætna Home Office Sales Course and the Ætna Correspondence Course.

MULTIPLE LINE selling alone will enable you to properly service your clients' needs and will strengthen your business by off-setting periodic slumps in some lines. The advantages of representing a multiple line organization are obvious.

RISK ANALYSIS should have a leading role in every agency's plans as the only scientific and practical method of selling and servicing accounts. For more than 20 years the Ætna Plan of Insurance and Risk Analysis has provided Ætna agents with a system of planned insurance selling.

PROMOTE the Bank and Agent Auto Plan for handling the insuring and financing of automobiles. Much business that was formerly lost can now be obtained by co-operating with local banks as provided by this Plan.

EXPAND your sales force by adding a returned veteran to your sales staff. Ætna offers its representatives the facilities of a Home Office Sales Course and a Correspondence Course.

ÆTNA CASUALTY AND SURETY COMPANY
AFFILIATED WITH ÆTNA LIFE INSURANCE COMPANY

AUTOMOBILE INSURANCE COMPANY
HARTFORD



STANDARD FIRE INSURANCE COMPANY
CONNECTICUT